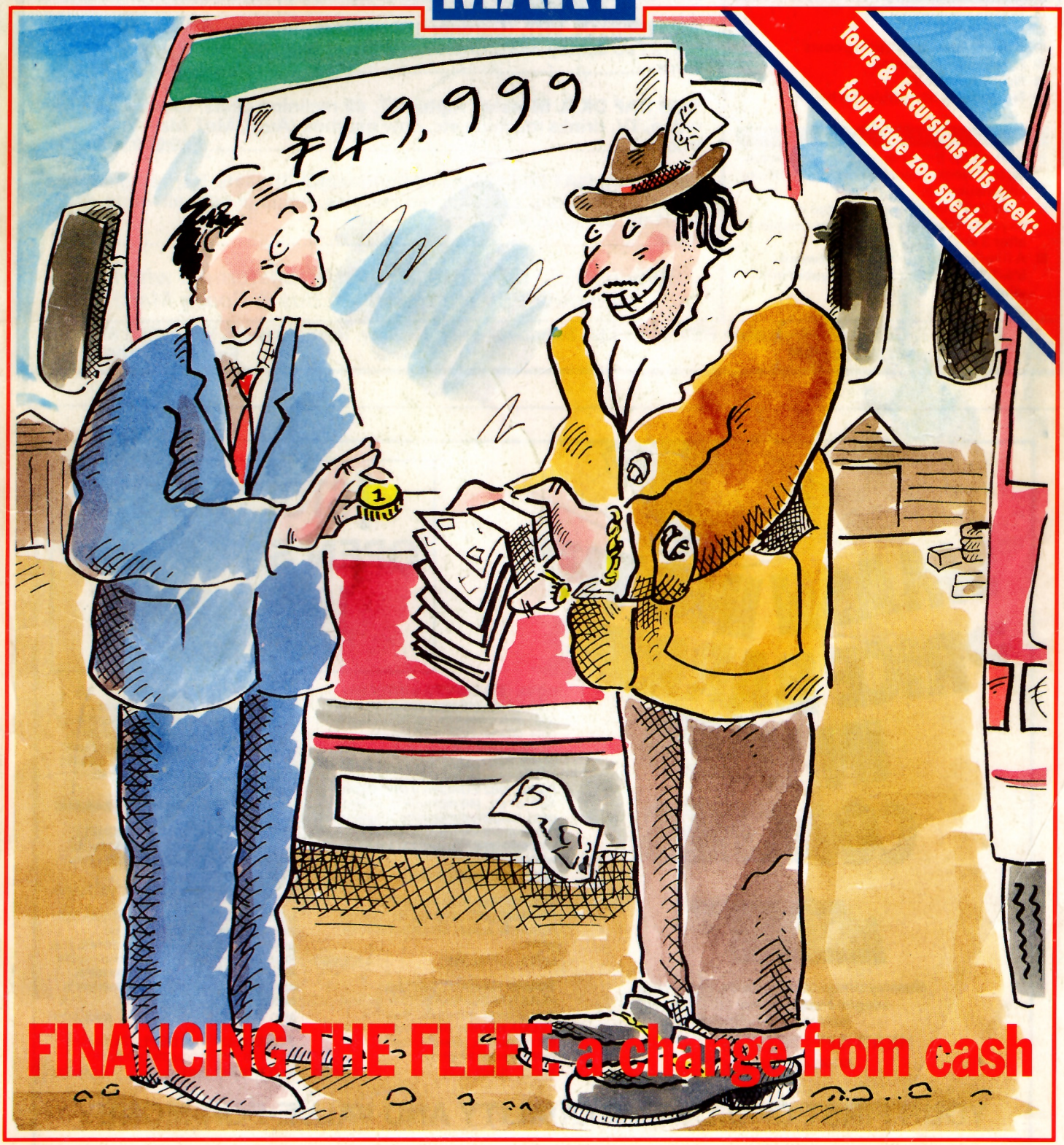
COACH MART

The weekly for the coach industry

Issue 626 £1

February 14, 1991

Tours & Excursions this week: four page zoo special



FINANCING THE FLEET: a change from cash

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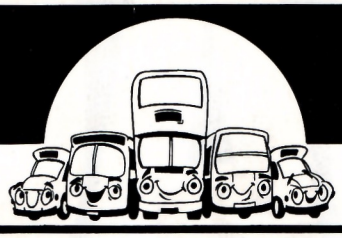

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BOVA 1983 EUROPA II INTEGRAL 12M, 53 str., (48 recliners + 5 fixed at rear), red moquette, power entrance door, courier seat, curtains, Webasto heating, all white.
M.O.T. FEBRUARY 1992 £29,500

BOVA 1982 EUROPA II INTEGRAL 12M, 51 str., (46 recliners + 5 fixed at rear), beige/red moquette, courier seat, power entrance door, curtains, TELMA, Webasto heating, continental door, white/brown.
M.O.T. DECEMBER 1991 £25,000

VOLVO 1986 B9M PLAXTON PARAMOUNT 3200, 45 str., brown moquette, power entrance door, all white.
M.O.T. APRIL 1991 £52,500

VOLVO 1979 (AUGUST) B58 PLAXTON SUPREME 12M, air/leaf suspension, automatic gearbox, TELMA retarder, 51 recliners, autumn tint moquette, power entrance door, side lockers, all white.
M.O.T. JUNE 1991 £15,000

SCANIA 1984 K112 JONCKHEERE JUBILEE P599 12M, 49 recliners, fawn/orange moquette, power entrance door, courier seat, berth, centre toilet, fridge, continental door, double glazed side windows, drinks machine, TELMA retarder, wired for TV + video, all white.
M.O.T. DECEMBER 1991 £45,000

LEYLAND 1987 TIGER 260 DUPLE 320 12M, 50 recliners, grey moquette, power door, toilet, servery, suspension raise system, all white.
M.O.T. FEBRUARY 1992 £47,500

LEYLAND 1985 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 51 str., autumn tint moquette, (46 reclining + 5 fixed at rear), power operated entrance door, TELMA, courier seat, curtains, continental door, provision for driver's berth, finished all white.
M.O.T. FEBRUARY 1992 £42,500

FORD 1983 R1114 DUPLE DOMINANT IV, 53 str., red moquette, white/red.
M.O.T. JUNE 1991 £15,000

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CONTENTS

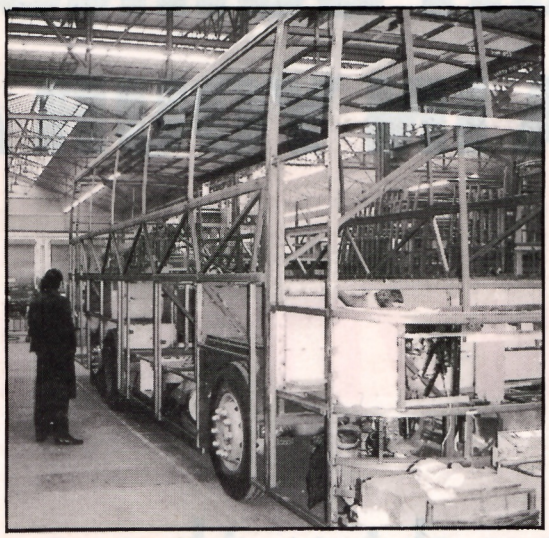
COACH MART
Issue 626 £1 February 14, 1991

5 **News:** Boydens of Derby in receivership; Alexander's man quits; councils cut subsidy cash; new PSV sales up this month; Wallace Arnold launches Australian tours; and much more.

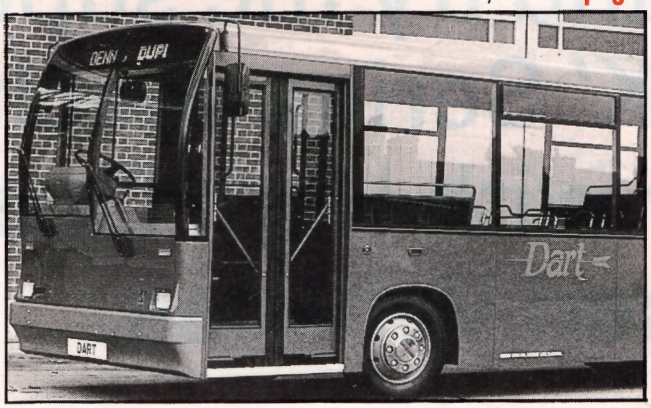
14 **Fleet Update:** Yellow Buses buys Dominators; Harriers hawked to Hyndburn; Shearings buys Belfast-built bus; Optimos for Gateshead.

16 **Letters:** Glynn Pegg puts record straight; Thornycroft Society formed; a reader requests more of everything.

20 **Mealstop:** The diary notes Kentish Bus and Coach's activities, John Prescott's speedo error, and Northumbria's teddy bears.



Jonckheere tri-axle for Harry Shaw – page 10



PSV sales figures – page 10

21 **COVER STORY:** Money makes the wheels go round: Everything you wanted to know about finance but were afraid to ask...

27 **On Target:** Marksman lets fly at speed limiters

29 **Marketing:** Getting the best from the Press... and coping with a crisis

31 **Licensing & Legal:** Shuttle drivers fined for tacho offences; school bus operator faces court over non-PSV drivers; and the latest legal news.

35 **Coach Tours & Excursions:** The spotlight falls on zoos and their animal attraction.

Financing your fleet– page 21

COMMENT

BUSES may Mean Business but the industry is starting to doubt whether the same is true of public transport minister Roger Freeman.

Having taking over the mantle of the well-respected Michael Portillo, Mr Freeman had a lot to live up to. But, his keeness to learn and listen made an immediate impression.

He also made himself very visible. Hardly an industry launch or dinner has not been graced by the presence of the hard working minister. All this good work has been backed up with just the right kind of noises - yes, the Government is aware of the situation, would be most interested in pursuing further discussions, the setting up of a working party is being looked at etc etc.

Not unnaturally, the industry was encouraged. Especially when even more supportive ministerial noises were made about BCC's all-important Buses Mean Business initiative.

Hopes were raised that some Government money would be given to funding some of the schemes put forward by the initiative.

BCC was confident. The minister had left the door open. A decision was due from Marsham Street in the New Year.

Well, it seems that long awaited decision has been made. And what a disappointing one it turned out to be.

At last week's BCC annual dinner, Mr Freeman said no Government money was available for Buses Mean Business initiatives until 1992/93. But, a working group would be set up.

Perhaps some Government money to fund sensible and cost effective schemes to free the traffic threatening to throttle our towns and cities within six months was too optimistic. But to have the promise of some/any funds put off for at least a year maybe two - and certainly after the next general election - was to have our hopes cruelly dashed.

Mr Freeman's willingness to listen and his serious approach to public transport is sincere. But, when traffic congestion is getting worse and operators and manufacturers alike are struggling to protect jobs and to survive in a deepening recession, sincerity is not enough.

What is needed now is action. Action and money.

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■PEOPLE

Wes Keys leaves Walter Alexander

One of the top jobs at Walter Alexander of Falkirk is vacant after the departure of executive director of marketing Wesley Keys.

In a surprise move, Mr Keys left Alexander early last week and Ian Galloway, group chief executive, has taken over his duties while a replacement is found.

Alexander has made redundancies at Falkirk in the face of the bus-buying recession. However, an improvement programme at Belfast, costing £1.7 million since 1987, was recently completed with a £500,000 spray shop.

Mr Galloway was unavailable for comment when *Coachmart* went to press.

■RECEIVER-SHIP

Receivers step in at Scott

LOSSES of £158,000 and competitive pricing in the minibus market has thrust 100-year-old minibus maker Scott of Bellshill Ltd into the hands of the receivers.

With 28 employees, including managing director Ian Cowie and financial director Alex Johnston, it projected a profit of only £26,000 for 1991. At the same time it was carrying £370,000 in vehicle stocks.

'It cannot be offered for sale as its liabilities are too extensive,' said joint receiver Robin Wilson of Touch Ross. 'We're looking to dispose of the whole assets with the purchaser given the right of company successor, perhaps with a name change.'

■RECEIVERSHIP

Boyden Group crashes

THE Boyden Group, which owns long-established Boyden International Coaches of Castle Donington, is in receivership.

As *Coachmart* went to press, full details of the crash were not available, but administrative receivers Court Gully say Boyden's Coaches will honour holiday bookings.

The Boyden Group ran car dealerships, a leasing company and the well-known coach firm in the Derby area.

The Ford dealership at Castle Donington had already closed with the loss of 15 jobs.

Boydens: receivers are looking to sell the five companies in the group.

The group was established in 1929, and employed around 250 people.

Receivers say the problems may relate to capital expenditure on motor dealership premises refurbishment which became impossible to claw back as the motor trade went into recession.

'We are actively trying to sell the five companies in the group,' said a spokeswoman for joint receivers Stephen Taylor and Ian Bond, of Nottingham.

'We have yet to assess the overall position, but we are advising holidaymakers to sit tight even if they have paid a deposit.'

Boyden International Coaches employed 25 full-time staff and 21 part-time, running 16 vehicles.

■BUS

London Pride tour firm up for sale

ENSIGN's Peter Newman is selling what he claims is 'the most profitable bus company in the UK.'

Last month he sold his Ensign Bus Services operation to Hong Kong businessman, T T Tsui *(Coachmart,* January 10).

Now he says he has two parties, only one of them a bus operator, interested in his London Pride Sightseeing tour operation.

'The sale is in line with our stated policy of withdrawing from PSV operation,' Mr Newman told *Coachmart.*

London Pride, which he expects to make a 'substantial profit' on a turnover approaching £2million this year, operates 25 open top and 10 closed top double deckers on sightseeing trips around London. It currently picks up from some 14 points in the capital.

The operation employs 15 staff year round, which rises to up to 40 in the busy summer season.

Also included in the sale are London Pride's two Culture Bus (hop-on/hop-off, flat fare sightseeing) licences and a London local service licence, which authorises a stage carriage bus route from Baker Street to Regent's Park Zoo. None of the licences is currently being used.

London Pride Sightseeing operation: two companies are interested in it.

London Pride shares premises with the Ensign Bus and Coach Sales dealership, which was not included in the sale to T T Tsui.

'A lease arrangement on London Pride's premises in Purfleet could be included in the deal,' said Mr Newman. 'But I would imagine that whoever buys it would want premises nearer London.'

■TOURS

EYMS launches rail tour programme

EAST Yorkshire Motor Services has launched a new tour programme... on British Rail trains.

The Hull-based company which also runs coach tours says it won't be robbing Peter to pay Paul. 'There may be one or two areas where coach and rail enthusiasts have similarities, but the markets aren't the same,' said EYMS managing director Peter Shipp.

So far, EYMS has 37 breaks of between one and five days lined up, including one to travel on the French TGV train. The tours are being sold through advertising in the local and rail enthusiast press.

Mr Shipp explained that the toe-dipping plan wouldn't have gone ahead had rail tours manager David Tyler not surfaced. 'We placed an advert for someone to run the programme and David applied. Without his enthusiasm, the plan may not have gone ahead,' he said.

BRIEFS

● **AFTER only ten months in operation, the Ulsterbus Maiden City Flyer has carried 25,000 passengers.**

The service is part of the company's Goldline Express Coach network and the journey between Belfast and Londonderry, which takes 100 minutes via the Glenshane Pass, is the fastest means of public transport between the two cities.

● NATIONAL Express' traditional change from winter to summer timetables was brought forward from the end of April to February 10 because of demand for UK travel.

Bernard Davis, National Express marketing director, says customers planning holidays will be able to book accommodation and travel at the same time.

Passengers are encouraged to book early to take advantage of a special price promise which guarantees no price increase.

● **READING'S new Coachway situated at the SavaCentre at Calcot, alongside junction 12 of the M4 brings new nationwide connections by National Express by tapping into the wide range of services that use the M4.**

New services offer direct links to Heathrow and Gatwick airports.

● EUROLINES new Factfile provides an easy reference to travel times, frequency, fares and other useful information for a selection of Eurolines' key destinations throughout Europe of over 200 destinations.

Details of new destinations for '91 and other updates will be made available to expand the Factfile next month.

■BUS

South Yorkshire PTA warns of huge bus cuts

SOUTH Yorkshire PTA has warned that 'savage' seven figure cuts will have to be made in its public transport budget.

PTA chairman, councillor Jack Meredith, said that central Government poll tax capping of South Yorkshire district councils has forced the PTA to look at cuts of nearly £3 million out of its tendered bus network budget.

A further £3 million looks likely to be cut from South Yorkshire's concessionary fares budget.

The total of £6 million is around 15 percent of SYPTA's total budget.

Cuts of that scale would have serious implications for South Yorkshire Transport, Yorkshire Traction and East Midland Motor Services, which run the majority of subsidised mileage in the county.

As the biggest of the three, SYT would be hardest hit. Nearly 10 percent, around £4 million, of its annual turnover is generated by subsidised mileage.

'Large spending cuts like these can only be achieved through a series of drastic measures,' said Mr Meredith.

'We are talking about bus service cuts more savage than the possible axing of night and early morning services which have attracted recent press interest.

'Some outlying areas may completely lose their public transport links.'

'The knock on effects of reduced public transport spending will be severe in this time of recession,' Mr Meredith told *Coachmart*.

'For every million pounds removed from the budget we expect 70-80 job losses in the transport industry.'

South Yorkshire PTA raises its money by levies on the district councils of Barnsley, Doncaster, Rotherham and Sheffield.

■BUS

Nationwide threat to services

COUNCIL cutbacks are threatening tendered bus services and fare subsidies throughout the country.

As councils struggle to prune bills in the face of poll tax capping and other local government financial restraints, bus services in rural areas are being reduced or even axed.

West Yorkshire PTE has kept cuts to a minimum but cut £1 million worth of tendered services, said PTA chairman Mick Lyons.

'Money has been saved by ending the off-peak free travel concession to pensioners and people with disabilities - it will be replaced with a flat-rate ticket of 10p for travel after 9.30am.

'We have taken cuts to leisure services journeys to local attractions.

Harry Blundred: public money would be better spent on bus priority schemes.

Our priorities are works, schools and hospital services.' Mr Lyons added the PTE's budget of £70 million was only 65 percent of the 1986/87 budget in real terms.

West Yorkshire operator Michael Rhodes, joint proprietor of Yeadon-based Rhodes Coaches was optimistic.

He said: 'Odd evening journeys will probably be cut - but this will have a knock-on effect with the commercial services. As the service worsens, fewer people will travel and the general public will suffer.' The cash standstill in bus subsidies has been accompanied with a three percent drop in bus miles.

Devon County Council has a 'no growth' transport budget because of pressure created by operators dropping commercial services.

Although the county's budget has increased from £1.58 million for 90/91 to £1.62 million for 91/92, it is looking to save up to £30,000 to provide contingency funds for lost services.

Harry Blundred, chairman of Devon General said: 'There's still too much waste in Devon. Instead of operators cutting their costs, they go running to County Hall, when many tendered services could be run commercially.'

■BUS

Britons to tender for Danish routes

BRITISH operators are being asked to tender for Danish bus routes as part of Copenhagen City Transport's privatisation.

An advertisement in *Coachmart's* sister magazine *Coach and Bus Manager* offers work for around 100 buses - ten percent of the city's bus mileage.

The other 20 percent previously run by Copenhagen Transport has already been snapped up by 11 operators.

Routes currently on offer are in and around Greater Copenhagen, an area with 1.7 million people

Swedes, Germans and Danes have also been invited to tender for the remaining routes by May 14.

Details are from Hovedstadsomradets Trafikselskab, Kontraktafdelingen, Toftegards Plads, Gl. Koge Landevej 3, DK-2500 Valdby, enclosing DKK100 .

■COACH

Low paid coach drivers may put public at risk

LOW paid coach drivers working long hours to make a living wage may endanger public safety, says a report released last week.

A survey carried out by Greater Manchester Low Pay Unit, says that drivers' hours regulations are regularly being by-passed: 'It is clear from the comments of some drivers that pressure may be put on them to break the regulations on driving hours,' said the report's author Gabrielle Cox.

'Even where hours regulations are not being evaded, there must be concern about the kind of hours which drivers are having to work.'

The report calls for a minimum legal wage and conditions to be based on those for the Joint Industrial Council for Passenger Vehicle Operators. The JIC's members are drawn from the Coach Operators' Federation and the TGWU in the South West. This agreement guarantees a working week of 40 hours for £130/week or £3.25/hour, although overtime is paid at the same flat rate. But it stipulates the maximum unpaid break during any day's work should be one hour.

Although questionnaires completed by drivers produced most information,eight operators in the North West took part in the survey. 'Pay rates are low because operators cannot command the true rates for jobs,' said one operator. 'If there was a minimum wage, perhaps it would cut out the cowboy operators who keep hire rates low and pay very low wages.'

Although the report says the JIC agreement is not very generous, it gives a rate considerably above the rate paid to many drivers covered by its survey, with 70 percent of hourly paid drivers receiving less than £3/hour.

One driver on £112/week estimated his average working week was 60-80 hours (£1.40 to £1.86/hour).

Another driver on £115 said he worked 90 hours a week, a driver of more than 30 years experience submitted a pay slip showing take-home pay of only £79.12 for a 55-hour week.

Minister of Transport Christopher Chope has been asked to take action on the report's findings.

Author Gabrielle Cox said: 'Urgent action must be taken to ensure that drivers are given levels of pay commensurate with the life and death responsibilities which they undertake - in order to ensure they are not working such long hours that the safety of passengers may be jeopardised.'

Copies of the report are available from Greater Manchester Low Pay Unit, 23 New Mount Street, Manchester M4 4DE - price £3.

■BUS

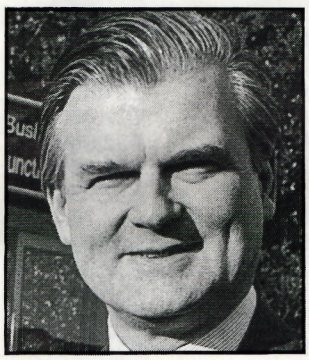
Bus campaign must wait for cash

PUBLIC transport minister Roger Freeman has ruled out Government cash for BCC's Buses Means Business Campaign until 1992 or 1993.

Speaking at last week's BCC annual dinner, Mr Freeman, again pledged his support for BCC's intitiative, which called for £17.5million of public money to fund some 18 separate pro-bus schemes. The minister also announced that he would be setting up a working group to study how buses and coaches could ease congestion.

But he delayed committing public cash for specific projects for over a year.

'We shall shortly be inviting representatives from BCC and from local authority associations to participate in the working group,' Mr Freeman said.



Roger Freeman: setting up bus and coach study group.

'I intend to chair this group myself. We shall invite local authorities to consider what bus priority measures might be appropriate in their areas and, if suitable schemes are put forward, we intend to allocate some resources for that purpose in 1992/93.

The Department of Transport is also considering how best to promote environmentally friendly buses.

'As a first step we are undertaking a preliminary survey of the relative merits and long term potential of alternative fuels,' said Mr Freeman.

A spokesman for BCC said the council was 'extremely encouraged' by the minister's speech: 'It is very important that the Department of Transport has responded to this initiative in just three months. And the minister is being as positive as he can.'

■COACH

Parking promise

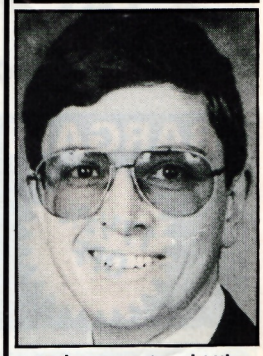
IN RESPONSE to a well-received speech from BCC president, John Owen, Mr Freeman promised to continue pressure to provide more coach parking and allayed fears about the future of fuel duty rebate.

Mr Owen told the 520 bus and coach managers at BCC's annual dinner that tourism is Britain is worth £3.3 billion a year. But, 'tourists want to be able to get out of the coach and have a good look at what they've crossed continents to see.'

The minister said he found long term coach parking both in and outside London 'incomprehensible.'

'I am determined this problem is not going to be passed from one party to another,' he said.

■BRIEFS



● VL has appointed Mike Hicks as its general manager for the VL South West Service Centre in Bristol.
Mr Hicks (32) comes from Leyland Bus where he has built a background in engineering since joining in 1983.

● GARDNER is offering training courses for bus operators from its new training centre at Eccles, near Manchester.

Three day-long courses cover maintenance and diagnostic training for LX - PSV engines and the new LG1200. A package of charts and manuals are given at the end of the training.

Contact Kim Davenport on 061 789 2201 extension 301, for details.

● GRANADA Services has launched a new driver incentive package to encourage groups into its network of service areas.

Coachmasters offers a free Coachmasters Passport, giving a variety of information and a personalised membership to drivers.

● THE Department of Transport is considering raising the motorway speed limit to 80 mph... but dropping the limit to 50 mph on all other roads.

It is thought motorway speed limits may be raised because of better safety standards in car manufacturing.

Carlton P.S.V.

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- Collect coach on completion of payment

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50% DOWN 50% OVER 6 MONTHS

50% DOWN – 50% OVER 6 MONTHS!

- Pay 50% of list price of any used coach in stock
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- **Only 5% interest** added to instalments

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HIRE A USED COACH FOR 6 MONTHS – THEN BUY!

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- And you only pay the Balance outstanding

STOCK REF	CHASSIS	BODY	SEATS	YEAR	MOT	(Bargains 2/3) LIST PRICE	(Bargain 1) OFFER PRICE
9036	Bedford	Plaxton	53	1979 (T)	–	£3,800	£3,125
0006	AEC	Plaxton	53	1977 (S)	9'91	£6,500	£5,350
0003	Leyland	Plaxton	41	1977 (R)	–	£7,000	£5,750
0007	Bedford	Duple	29	1980 (V)	9'91	£8,200	£6,750
9014	Bedford	Plaxton	53	1981 (X)	9'91	£15,150	£12,500
0014	Volvo	Caetano	51	1980 (V)	1'92	£19,000	£15,675
9013	Leyland	Plaxton	53	1980 (W)	8'91	£20,600	£17,000
9012	Leyland	Duple	53	1981 (W)	8'91	£20,750	£17,125
9011	Leyland	Plaxton	49	1981 (W)	10'91	£21,000	£17,320
9009	Leyland	Plaxton	53	1980 (V)	8'91	£22,400	£18,500
9010	Leyland	Plaxton	49	1981 (W)	8'91	£22,500	£18,550
0012	Volvo	Duple	53	1980 (V)	12'91	£23,400	£19,250
9033	Leyland	Duple	51	1982 (X)	2'91	£27,250	£22,500
0010	Leyland	Plaxton	49	1982 (X)	8'91	£27,250	£22,500
R028	Neoplan	Jetliner	49	1982 (PP)	5'91	£35,000	£28,875
R036	Volvo	Jonckheere	48	1983 (A)	11'91	£37,900	£31,300
R037	Volvo	Jonckheere	48	1983 (A)	11'91	£37,900	£31,300
R038	Volvo	Jonckheere	48	1983 (A)	12'91	£37,900	£31,300
R039	Volvo	Jonckheere	51	1983 (A)	6'91	£37,900	£31,300
R032	Volvo	Jonckheere	49 **SOLD**	1984 (A)	12'91	£39,900	£32,900
R034	Volvo	Jonckheere	49 **SOLD**	1984 (A)	12'91	£39,900	£32,900
R045	Scania	Jonckheere	49	1985 (B)	2'92	£49,400	£40,750
R044	Neoplan	Jetliner	44	1987 (D)	5'91	£54,500	£44,950
0004	Neoplan	Skyliner	71	1982 (PP)	4'91	£55,000	£45,375
0041	Neoplan	Skyliner	73	1984 (A)	5'91	£66,500	£54,850
0042	Neoplan	Skyliner	71	1984 (A)	11'91	£66,500	£54,850
1046	Neoplan	Skyliner	73	1984 (A)	11'91	£66,500	£54,850
0022	Neoplan	Skyliner	77	1988 (E)	12'91	Special price	£122,000
Newly Refurbished (inside and out) Skyliners					1'92	Special price	£77,000

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■NEW COMPANY

Kingsman is riding high

KENT-based Kingsman has kicked off its education-based operation with TV and press coverage for two student exchange trips to France.

The new firm, run by former Coach Europe man David Fenton and co-director John Mancini, is riding high after a £25-a-head trip for school children to Boulogne got a grand send-off from Dover.

Two schools - 74 pupils in all - swapped cultures and language skills on the day trip, watched by cameras from TVS and reporters from the South East.

'It was the sort of advertising money couldn't buy,' said David Fenton, who put the schools in touch with one another and set up the visits. 'Although it was partly my idea, I was surprised at the potential. Since the coverage appeared, I have had enquiries about educational visits from scout groups and adult education centres.'

He revealed that the first trip was in jeopardy until the 11th hour as a result of red tape at the passport office: 'That may put other operators off attempting the same thing,' said Mr Fenton. 'The red tape was incredible.'

Kingsman of Faversham has only one coach of its own but is hiring other vehicles for a summer season in which it hopes to complete around 200 student exchanges, many of which will be French schoolchildren visiting the UK.

'I'm hoping our estimates are pessimistic,' he added. 'There is great scope, and the teachers have been extremely enthusiastic.'

● *Trying to attract Press coverage for your work? Read our hints and tips on page 29 .*

■COACH

AD Coach Sales on the move

WEST Country coach dealer AD Coach Sales has moved an hour and a half closer to the M5 - it's now at Witheridge, near Tiverton.

Co-owner of the business Glen Goodwin says it had simply outgrown the rented site and workshops at Ilfracombe, so he and his wife made the decision to buy the 3,500 square feet of workshops and yard formerly the home of Jack and Jill Coaches.

Mr Goodwin said AD Coach Sales will be run alongside coaching arm AD Travel - currently based around a small amount of contract work. Both businesses will be developed through the year.

Mr Goodwin says he is now hunting for late executive coaches and an agency deal: 'We'd like to have the area franchise for either a spares company or coach manufacturer,' he told *Coachmart*.

AD Coach Sales is now on 0884 860767.

■TOURS

Wallace Arnold's a hit Down Under

WALLACE Arnold says its launch of coach tours in Australia is proving a success despite fears over air travel.

A spokesman for the company said UK tourists were being wooed back to flying and were expected to begin booking the £2,000 tours in Spring - ready for Australia's Spring season which starts from September onwards.

'We have been encouraged by the bookings so far,' he said.

'We have deliberately chosen English-speaking markets, and Australian operators running tours for English-speaking people.'

He said the tours were aimed at the traditional 45-plus age group who had already taken coach tours.

Wallace Arnold: encouraged by Australian bookings.

A significant number have friends and relatives in Australia and New Zealand, he added.

The tours include coach or rail connections to airports in the UK, flights and accommodation.

Coaches will be supplied by some major Australian operators including Newmans Tours and Australian Pacific Travel.

■COACH

DIY tours from Birmingham Coach Co

A BROCHURE with no dates and no set itinerary is being used by Birmingham Coach Company to generate business for its two latest vehicles.

'Basically, the idea is to get group bookings through social clubs and companies without the hassle of organising them,' said managing director Geoff Howle.

'It's pretty well unique. We are not geared up for selling seats through travel agents, so we are relying on private hire from groups.'

The brochure explains the types of vehicle which can be supplied by the Bus and Coach Council-bonded operator, reveals the pitfalls of organising groups, suggests a number of itineraries with approximate cost, but leaves the rest up to the organiser.

Birmingham Coach Company: sending out 3,000 brochures with no dates or itineraries.

With the brochure come posters, ready-made for the organiser to fill in and hang on the wall.

A passenger list form is also supplied, with information on topics such as passports, insurance and destinations.

Newly-appointed commercial manager John Dicks said: 'We will be sending out 3,000 brochures to past clients and a number of new ones to build-up interest.'

To handle the work, Birmingham Coach Company has bought two secondhand Scania K112 Jonckheere P599 vehicles, which are expected to be delivered next week.

The full executives join two Volvo Plaxton 3500s already in the top end of the fleet.

■SALES

Surprise upturn in PSV sales

IN a surprise blip, sales of PSVs in the first month of 1991 were five percent up on January 1990 overall... but the full-size vehicle market fell around 23 percent.

Total sales of PSVs - including midis - rose from 271 to 284 vehicles. Around 32 percent more British-made PSVs were registered last month than in January 1990, 179 sold against 135. Dennis contributed the bulk of the extra, 46 being Dart midis, to push its total from 25 to 72. Optare contributed 26 Metroriders to the total.

However, out of the figures only 194 vehicles were full-size buses and coaches, against 251 sold last year.

Top seller in the full-size market was again Leyland, with 75 chassis, despite the firm having sold 102 last year.

The Volvo/Leyland tie-up has almost 74 percent of the total market.

Volvo still leads the new coach sales league, with around 56 percent (57 vehicles) - up from 37 percent last year - while Leyland's share remains steady at around 15 percent. Scania's eight coaches sold gave them around 8 percent of the market, against 13 percent and 14 vehicles - which included a major fleet order - in January 1990.

In the full-size bus market, Scania sold no new vehicles (six vehicles in January last year) Leyland sold 59 (85 last year), Volvo sold 11 (46), DAF six (six), and Dennis 16 (none in January 1990).

Optare sold 26 vehicles, most of which were Metroriders. Imported vehicles other than those listed had a good month, too, with 20 sales against 15 in January 1990.

Manufacturer	January 1991	January 1990
Dennis	72	25
Duple	0	1
Iveco Ford	1	0
Leyland Bus	77	107
DAF	8	15
MCW/Optare	26	2
Scania	8	20
Volvo	68	86
Other British	4	0
Other imports	20	15
Total British	179	135
Total imports	105	136
Totals	284	271

Coach registrations

Maker	January 1990 sales	January 1990 share%	January 1991 sales	January 1991 share%
Volvo	40	37	57	56
Leyland	17	15.7	16	15.7
Scania	14	13	8	7.8
Dennis	14	13	5	4.9
DAF	9	8.3	2	2
Setra	5	4.5	2	2
Bova	7	6.5	0	0
Others	2	1.8	12	11.8
Totals	108		102 (change-5.5%)	

■SALES

Used coach sales still low

EVEN the advent of a new year has done nothing to encourage operators to shake off their complacency and update or increase their fleets.

Used coach sales continue as they finished the old year - at very low levels with no real signs of revival.

The economic situation compounded by the Gulf war continues to stifle any enthusiasm for changing or updating vehicles.

The last few months have seen prices of used coaches fall dramatically with more and more coming to a market place already bursting at the seams with bargains.

The increasing number of finance house repossessions being offered for sale has so badly affected the market values of vehicles that many finance houses have decided to leave vehicles with operators or place them in store until the market picks up and prices begin to rise.

So, will prices rise again or are we now seeing the used coach market finding its own level as basic market forces take over?

If the latter proves to be the case, sales will be constricted until operators put their own houses in order and come to realise that they can no longer expect their business to be sustained by dealers through changing vehicles.

Although times are hard, and will possibly get even harder, opportunities will present themselves to operators who are forward thinking and have a positive outlook.

And for those lucky operators who can, now is really the time to buy.

The Gulf war, while affecting operators working with in-bound tourists, may very well increase public awareness of the benefits of holidaying within the UK and this may also encourage operators to replace their ageing vehicles.

The next few months should see an increase in used coach sales as work flows in and the public decides to stay at home in the UK instead of flying to the sun.

■COACH

Jonckheere hosts tour

COACH operators representing 20 English companies braved sub-zero temperatures on a visit to Jonckheere's factory in Roeselare, Belgium.

New vehicles nearing completion at Roeselare included the first P35 MAN 10.180s for Buddens Skylark and Hallmarks.

Seen being built for Harry Shaw were the first tri-axle Jonckheere single-deckers.

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88 VOLVO B10M GL – Caetano Algarve, 49/53 recliners, Exec	£79,950
87 DAF SB 2300 DHS – Duple 340, 57 recliners, power door, cont door	£63,500
87 LEYLAND TIGER 260 – Duple 320, 48 recliners, power door, lockers	£61,500
87 BEDFORD YNV – Caetano Algarve, 57 seats, power door, lockers	£44,950
87 BEDFORD YMP – Paramount 3200, 35 seats, power door, courier seat	£41,500
87 IVECO 79.14 – Caetano Viana, 19 seats, top sliders	£21,500
86 TOYOTA COASTER – Optimo GL, 21 seats, power door	£19,950
86 MERCEDES 608 D – Melford, 19 seats, forced air, boot	£16,750
86 MAN 8.136 – Reeve Burgess, 32 seats, power door	£26,950
86 DAF SB2300 – Caetano Algarve. 49 recliners plus Centre Toilet	£58,500
86 DAF – Bova Futura FLD, 53 recliners, double glazed	£59,950
86 SCANIA K112 – Berkhof Esprite, 53 seats, power door, Telma	£59,950
86 DAF SB 2300 – LAG Galaxy. 53 recliners, cont. door	£56,500
85 DAF MB 200 – Caetano Algarve, 53 recliners (retrimmed), power door	£52,500
85 IVECO 60.10 – Caetano Beja, 18 seats, power door	£12,950
84 DAF – Bova Calypso, 53 recliners, power door, radio	£37,500
84 MERCEDES 608D – Plaxton Mini-Supreme, 19 seats, tables, lockers	£15,950
84 DAF MB 200 – Duple Laser. 57 seats, power door	£38,500
83 LEYLAND TIGER – Duple Dominant. 53 seats, power door	£32,500
83 LEYLAND TIGER 245 – Paramount 3500, 49 recliners, Exec	£39,950
83 MERCEDES 0303 – Jonckheere Bermuda. 49 recliners, Exec	£42,500
83 MERCEDES 0303 – Jonckheere P50. 49 recliners plus Centre Toilet	£49,950
82 DAF MB 200 – Supreme V, 48 seats, power door, toilet	£29,500
82 LEYLAND TIGER 218 – Plaxton Viewmaster. 49 recliners, Exec	£32,500
82 VAN HOOL – Acron MAN. Full spec	£36,500
82 MERCEDES 307D – Devon, 12 seats, top sliders	£4,500
81 BOVA – Europa 1. 53 recliners	£27,500
81 AEC 760 11m – Plaxton Supreme. 53 seats, power door	£17,500
80 LEYLAND LEOPARD – 11 metre Plaxton Supreme Express. 49 seater	£16,950
79 BEDFORD YMT – Duple Dominant II Express. 53 seater	£7,500
79 VOLVO B58 – 12 metre Van Hool Aragon. 48 recliners plus Toilet	£17,500
79 AEC 760 11m – Duple Dominant. 53 seats	£10,950

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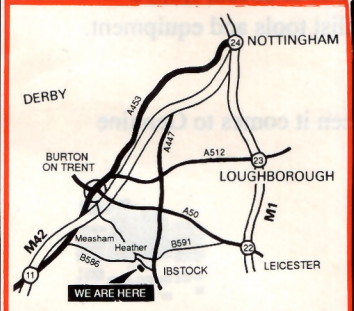

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More Dominators head for Bournemouth Yellow Buses

A REPEAT order for seven Dennis Dominators followed six months' successful operation of Bournemouth's first batch supplied last year.

The new buses for Bournemouth Yellow Buses will be to the same specification with Gardner engines and Voith gearboxes. Bodywork will be by East Lancashire Coachbuilders, of Blackburn.

Ted Reid, managing director of Yellow Buses, said: 'Our customers appreciate the low floor of the Dominator and the buses have also proved to be very popular with our drivers.'

In addition, the buses are said to be more economical than other double-deckers in the company's 118-strong bus and coach fleet.

'I am pleased to record a noticeable improvement in fuel economy,' comments Chris Jepson, director of engineering.

'Repeat business is the strongest vote of confidence our products can have,' says Roger Heard, Dennis bus sales director.

'And it is something we are experiencing right across our product range.'

In 1990, Dennis experienced a 63 percent increase in registrations - in a market which fell by just over 13 percent - and the company is confident that it will maintain its sales volume in the difficult market forecast for 1991.

Mercedes is just Chambers-made

CYRIL Chambers, of Stevenage, first ran a Mercedes-Benz midi-coach in 1985 after starting with Fords in 1966. That first 21-seat Mercedes has been replaced by a Reeve Burgess-supplied coach based on 609D.

Said Mr Chambers: 'The Mercedes hasn't cost us anything, but we need to update. It is a good reliable buy and since we started with Reeve Burgess, we decided to stay with them.'

The new coach is used on general work, including private hire. 'It's out nearly every day.' Chambers operates a fleet of 20, including 16-seaters, 35- seaters and full-size coaches.

Harriers fly into Hyndburn

FIVE Reeve Burgess Harriers are the biggest new vehicles to join the 64-strong Hyndburn local bus fleet since 1983.

Based on Leyland Swift chassis, the Harriers can carry up to 55 passengers - 39 seated and 16 standing.

Syd Woods, Hyndburn's engineering director, said the company had been looking for single-deckers.

He told *Coachmart*: 'We wanted medium-sized single-deckers and the Reeve Burgess-bodied Swift came out as the most attractive and cost-effective option.

'We can't afford to let our fleet of big buses age. 'With the Harriers we have struck an ideal balance between initial purchase price, attractive running costs and durability.'

The Swift driveline features Cummins engine coupled to Allison AT545 automatic gearboxes.

You've been buying...You've been buying...You've been buying...You've been buying... .

Optimo goes down well in Gateshead

WITHIN six months of starting Lumley Taxis in Gateshead, Brian Gilchrist moved into coaching with a 12-seat Ford Transit on a restricted operator's licence. Eighteen months later this first PSV has been replaced by a new Toyota Optimo - Lumley's largest vehicle.

With capacity reduced to 16 seats due to the restraints of a O-licence, there is plenty of room for table, TV/video, telephone and PA. Heavy-duty fitments include compressor and alternator.

A reduced payload is not seen as a problem. Said Mr Gilchrist: 'If you give people comfort, then they will pay for it. We've never advertised.

Business comes from word of mouth and vehicle signwriting, and people keep coming back.'

A no-smoking rule is strictly enforced on the Optimo because of the effects of smoke lingering in the coach interior.

Lumley's other PSV is a 16-seat Leyland DAF which is due for early replacement. Another Optimo is favourite: 'There's nothing to touch it for comfort.'

However, Mr Gilchrist is seriously looking at reducing the seating on a 35-seat Plaxton coach offered by Optimo dealer West Durham Coach Sales Ltd.

Although a buy-new policy is preferred, Lumley Travel will not take-on continental work: 'We don't want problems with a break-down.'

Shearings' order represents a first

SHEARINGS Bus and Coach Ltd has acquired the first Alexander (Belfast) Q type-bodied Volvo D10M.

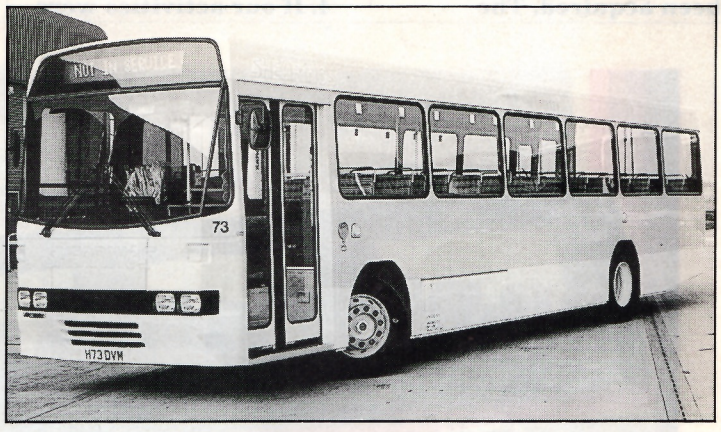
The total order calls for 16 - all fitted with 55 seats for the company's local bus services.

These latest vehicles represent a switch away from Leyland Tigers for bus work.

Previous standardisation resulted in Shearings operating 40 Tigers with Alexander (Belfast) N type bodywork - the forerunner of the new style body.

Shearings' coach fleet is predominantly on Volvo chassis.

It now has the largest fleet of Volvo coaches in Europe.



Shearings (right): its coach fleet is predominantly on Volvo chassis.

New body design goes to Harrow

THE first of a new body design by Dormobile on Iveco Ford 49.10 is in use on welfare work for the London Borough of Harrow. Owned by Fraikin Ltd, the dual-use bus is one of two supplied by Dagenham Motors of Hayes.

They are the first additions to the Harrow fleet since the borough's transport operations were contracted out to Fraikin last July.

Fraikin's Harrow contract manager Richard Johnson points out that the buses encounter tough operating conditions.

Though only covering 15,000 miles per year, the nature of the operation - stop-start running in heavily trafficked London suburbs - imposes heavy punishment on engines, gearboxes, clutches and brakes.

However, experience with seven older Iveco Daily vehicles augers well, says Mr Johnson, for reliability and cost-effectiveness.

A typical configuration for the 4.6 metre long bus would be four wheelchairs and 11 seated passengers, but up to 22 passengers can be accommodated on conventional seats.

A 300kg-capacity Ratcliffe RFA-300 foldaway wheelchair lift is rear mounted. Access through the nearside passenger door is helped by modest step heights and low saloon floor without any wheelbox intrusion.

Putting the record straight

From Glynn Pegg

SIR
I was saddened and angry to read of my commercial obituary in *Coachmart* January 31. The effect of frivolous headlines and inaccurate information has been very damaging and upsetting.

May I take this opportunity of setting the record straight. The exact position is as follows:

1. G S Pegg is a major shareholder in Rotherham & District Ltd and maintains a separate sole trading sales and retail division. The latter operation has run into difficulties because a large export order was cancelled in 1990 after the required vehicles had been acquired. The recession aggravated the problem.

2. Rotherham & District Ltd employs 25 people and carries at least 15,000 people a week on its services in South Yorkshire. Rotherham & District Bus & Coach is being restructured and refinanced but has traded profitably since 1986.

3. Because of inaccurate press speculation about vehicle maintenance I decided to resign as managing director of Rotherham & District Bus & Coach and I issued a statement explaining the situation. The press speculation was destructive because the workforce had indicated an interest in buying the company.

4. If our activities were aimed at personal profit or we had a disregard for the future of the industry, the criticism would be valid. Our passenger service vehicle activities had been aimed at generating income to buy new vehicles.

5. I may deserve commercial criticism, but the operation has never had any vehicle maintenance problems.

GLYN PEGG
THE BIRCH
9 COTTENHAM ROAD
ROTHERHAM

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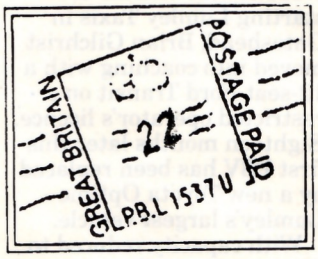

The Editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.

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Back from the good old days

From Mike Wells

SIR

With more than 90 Thornycroft vehicles currently in preservation they stand as a memorial to an outstanding motor manufacturer, now part of our industrial heritage.

The existence of so many fine examples of their products and the prospect of changes scheduled for the site in Basingstoke where the majority were produced has led to the formation of The Thornycroft Society.

Following meetings between interested individuals in December 1990 and January 1991, a steering committee was elected.

The aims of the society are to: establish a local industrial museum in the town of Basingstoke which was the home of John I Thornycroft & Co Ltd for 75 years; promote and improve the knowledge of the part played by Thornycroft in the development of Basingstoke; encourage the rescue and preservation of Thornycroft vehicles and to assist those involved by every possible means and organise an annual rally of Thornycroft vehicles in Basingstoke and to hold other meetings and events of interest to members.

Membership is open to all who are past employers of John I Thornycroft & Co Ltd and its subsidiary companies, persons interested in the history and products of those companies and owners of preserved and working Thornycroft vehicles. Applications should be accompanied by a stamped address envelope and poster to Alan Pavier, 82 Britten Road, Brighton Hill, Basingstoke, Hampshire RG22 4HP.

An inaugural general meeting of the society will take place in the canteen opposite the old Thornycroft works site in Worting Road, Basingstoke at 2pm on Saturday, March 9, 1991.

All interested persons are invited to attend the meeting where future developments and other matters will be on the agenda.

The first Thornycroft Society Rally is to be held in the old works site on Sunday 23 June 1991. All owners of preserved and working Thornycrofts are invited to attend with their vehicles to mark the 95th anniversary of vehicle production by the company.

Applications are also invited from vehicle related companies for stand space and from autojumble stall holders. All enquiries should be accompanied by a stamped addressed envelope and posted to me at the address below.

MIKE WELLS
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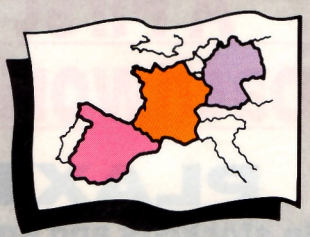

Ein Setra est uno Setra

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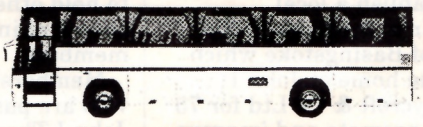

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Dear reader, keep on reading!

From David Gladwin

SIR

A few points on the new-look *Coachmart*. We very much like the Maintenance Diary feature. This has quite unashamedly altered one of our future plans and given us some useful comparative mpg figures. Please continue.

On the legal side, might it not be possible to produce either a supplement or a few pages, say every quarter, to consolidate/clarify various developments as they affect operators? The big boys have a raft of legal whizzkids to keep them abreast of traffic commissioners' thinking and changes in Euro-law. All we have is Croners, *Coachmart* and a damned expensive solicitor! Would you consider this?

Road tests in *Coachmart* have always been good, although given a choice and bearing in mind we specialise in 'nostalgia' work, I'd like to see more reviews (similar to those in *Bus & Coach* in the 1920s) of secondhand or interesting vehicles.

If we could buy a LAG EOS I wouldn't know what to do with it. But there are plenty of, say, Leopards with touring bodies around and it would be helpful to see more written on other people's rebuilds (as in the Lawton article). As you might have guessed from this we are 'enjoying' a vastly over-budget rebuild at the moment.

Please keep Marksman. His approach has always appealed to us as being quite realistic.

Can we have the Push & Shove Coach Company back? I know the big firms influence yourselves and tend to be awfully serious. But to be honest if the 'small fry' didn't laugh from time to time there wouldn't be any 'small fry.'

Finally, we have been commissioned to write a book on coach driving in the 1950s (such halcyon days) and if we had a choice of illustrator we would like to use the artist of the Push & Shove Company. Would you be willing to put us in touch?

DAVID GLADWIN
T/A HILLCREST RADIO COACHES
ALVECHURCH
BIRMINGHAM

ED - Fret not Mr Gladwin, another programme of Maintenance Diary has been set up and will start in March. The legal supplement is a valid idea that has been on the stocks for some time and is still under consideration.

As you will have noticed, we are testing more secondhand vehicles over the full Coachmart route and on in service road tests. As for interesting vehicles, the one tested in last week's issue takes some beating!

Push & Shove has been replaced by our new Diary column which invariably carries a cartoon and seems to be going down very well with other readers. I have asked cartoonist Steve Hallam to contact you direct and you should be hearing from him soon. Thank you for taking the time for making such constructive criticism. Feedback from readers is always welcome.

Victoria not Victoria

From Mr J Randle

SIR

With regard to the cover page of *Coachmart* January 11, 1991, could you possibly print which operator owns the coach or in my case does not own it.

My company is called VICTORIA COACHES and is based in Padiham, Lancashire. Companies I work for are nationwide and I would like to assure them that the coach hanging over the M25 has absolutely no connection with my firm.

I have had several enquiries from clients who saw the *Coachmart* issue and from people who have travelled with us, about the incident. If this point could be clarified I would be most grateful and my clients reassured.

I hope this does not cause any inconvenience and would like to take the opportunity to say that my staff and I find *Coachmart* invaluable for factual reading and information.

MR J RANDLE
VICTORIA COACHES
COWLEY CRESCENT
BURNLEY
LANCS
BB12 8SX

Planning problems

Name and address supplied

SIR

We read with interest your article about Motts Coaches and planning permission. If he lived just down the road in High Wycombe he would not need any.

As a High Wycombe operator with premises we are astounded at the number of 'road side' operators and those that operate from private houses with 'no planning permission.'

Obviously from the above, the rates for contract and private hire in this area are ludicrous as we are competing with at least six companies who have no overheads at all.

We hope you will be able to print this but have withheld our name and address for obvious reasons.

NAME AND ADDRESS SUPPLIED

Nostalgia Corner

VEHICLE shortages seem an impossible dream in today's market conditions, but the post-war boom in coach travel encouraged many small body-builders to meet operators' urgent needs.

Some operators were driven to build bodies to their own design. One such entrepreneur was B R Shreeve & Sons of Lowestoft.

A number of its own coaches were built in its Belle Coach Works, including this distinctive looking 30-seater mounted on rebuilt Bedford chassis in 1959.

Photograph: *Alistair Douglas*.

Kent company has pulling power

AN interesting testimonial from Kentish Bus and Coach reveals that the company's advertising quite literally took it to the cleaners last month.
A 'Situations Vacant' advert in Kentish Times brought, according to KB&C, 'an avalanche of applications' for the jobs of part-time cleaners at Northfleet and Dartford garages. Presumably, the successful applicant's first job was to stuff all the failed application forms in the bin.
Effusive in its praise of the paper, KB&C says the response was 'overwhelming' and 'amazing'. One local commentator suggests that the success of the advert may have more to do with unemployment in the area than Kentish Times' pulling power.
Not that jobs at KB&C don't have their attractions. Mealstop's attention was drawn to a series of pictures in a girlie magazine piublished, we believe, by one David Sullivan in which a KB&C coach driver is shown with his hands on the assets of one of the magazine's models. Modesty forbids us from reprinting the pictures here... or the rather lurid caption.

● SHADOW Transport Secretary John Prescott has impressed a large number of PSV operators with the Labour party's policies.
His coherent agenda for public transport is clearly aimed at speeding up bus services in inner-city areas.
One hopes that he does not aim to do the same for car owners on the motorways - on the off-chance that the M1 is clear enough to allow speeds faster than 10 mph.
Mr Prescott was lucky enough to find a big gap in the M1 car park and whipped his car up to 105 mph, getting the attention of the law in the process. As a result of a 21-day ban, he is hopefully getting some experience of the public transport systems he says he will support...

Just when you thought it was safe to get on the bus...CLAWS!

Mealstop

● NORTHUMBRIA Motor Services has issued its own immediate prohibition notices... on 1,500 teddy bears.
Some of the fluffy chaps given away free to the public with NMS tokens had an unusual feature - claws in the paws.
Staples used to pack the cuddly toys got into their puddies.
'It's no picnic,' said commercial director Tony Kennan. 'At times like these, you've got to face bear facts. We have had to recall the lot.'
The makers, said Tony, have been very helpful and exchanged them for a more cuddly sort...

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1982 LEYLAND LEOPARD 680, semi auto Plaxton, 50 reclining seats, MoT May 1991.
1979 VOLVO B58 DUPLE DOMINANT, 53 seats, MoT July 1991.
1975 BEDFORD with Plaxton Elite body. 500 engine, 53 seats.
1984 LEYLAND DOYANN, 49 seats, painted in white.

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SPECIAL COACHMART FEATURE

MONEY MAKES THE WHEELS GO AROUND

There is more than one way of acquiring a coach. Rod Davey guides you through the financial packages available.

OPERATORS may be forgiven if they seem rather sniffy of leasing and the world of finance in general at the moment.

Insolvencies, voluntary liquidations and small firm takeovers have filled our news pages for the last year or so. Yet if it was not for the world of vehicle finance the bus and coach wheels would not be turning as often as they are.

The current competitive environment now relies on a plethora of financial deals for its heaviest capital investment. Most operators from the smallest new-starter to mighty outfits like Park's of Hamilton turn to the financial markets to fund at least part of their commitment to vehicle renewal and optimal fleet maintenance.

But in the current financial climate, even finance capital and the brokerage companies have been in trouble - witness the collapse of Havelet Leasing last year and more recently British Credit Trust. Those with close contact with sources of funding even spoke of the warning signs before the crises actually happened. And operators were not always pleased with developments, seeing 'Johnnie-come-lately kerbsiders' being backed with easy money to buy top-line executives and operating at cut-price rates.

Various forms of finance keep coaches on the road.

Relationships between local operators have never been what would be described as fraternal. But while not exactly operating in cartels many have had the sense to watch, attend local associations, and listen.

Some new operators with high finance and low overheads stormed in blind. They ruined tenuous areas of operation, and brought down fragile market catchments as well as themselves.

For what has been described as a consumer-boom also dragged in the business world as well.

Third world debt became dodgy, so capital looked for apparently safer markets for investment closer to home. Money looked for more suitable resting places and lenders became 'magic Christians,' throwing the folding stuff around 'like a man with no arms,' in the words of Park's of Hamilton proprietor Douglas Park.

The leasing and lending markets might finally have come of age as far as the bus and coach industry is concerned, but they achieved that many years earlier in the goods vehicle sectors. Detractors who claim the cycle will re-occur as soon as the recession is over should take the wider view.

In a world now for the most part without block grants and blanket subsidies, outside finance for running buses and coaches has become a necessity. But given its earlier mistakes, the financial market will be tighter.

It will prudently want to know more about the strength of your operation before advancing the cash for your next flagship replacement.

What the operators say

On leasing

Douglas Park, proprietor of **Park's of Hamilton:** 'I don't go for long leases - it depends on the circumstances in the market place and what other projects I am considering at the time. 'This can be quite complex because with my car dealerships and interests in the property market, coaching now only represents 10 percent of my group's trading.

'Roadlease's attitude is much more sensible than Havelet, which went under because it advanced finance to kerbsiders. But I'm afraid we'll go through the stage where the market is tight, come out of the recession, and the floodgates will open once again.'

Not all operators have found leasing satisfactory. **Roger Middleton,** ex-managing director of the now defunct **Antler Holidays,** said: 'I might have grown too big too soon - but the lease companies did not give me any leeway, and pulled the rug when things started to go wrong. The main problem with the coach industry is everything's too vehicle based.'

On hire purchase

'We tend to go for hire purchase purely for the residual values at the end of the period,' said **Philip Goode,** director with Roadlease customer Wednesbury-based **Goode's Coachways.** 'We've got such a reputation we have no problems in disposing of vehicles or finding the full value.' For example, the cash value of a Plaxton it bought five years ago was £72,000 - after half a million miles service it fetched £52,000.

Goode's look at the potential earnings alongside monthly repayments - and adjust the deposit to suit this relationship. Its last two deals involved variable interest rates as the company feels interest rates will come down soon.

Cabs Padarn has three vehicles out of its fleet of nine on HP deals from Carlyle's Bus Centre. 'The main attraction is the residual value at the end of the period,' said proprietor **David Price.**

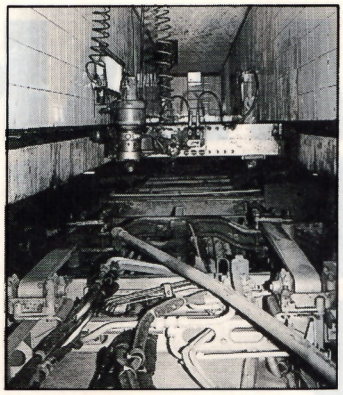
David Tomlinson, proprietor of Essex-based **District Bus,** used to be a banker before he went into ▶

◀ bus operation - and was one of Carlyle Bus Centre's first customers .Although a recent starter, his fleet has grown to four Sherpas, two Ivecos and a Leyland National.

'I like owning the residual at the end of the deal,' he said. 'As an ex-banker I like to see tangible assets to show my business has been worthwhile.'

But his desire to show a strong balance sheet is tempered with commercial considerations: 'I would go for an operating lease without residuals for LRT contracts or National Express work.'

He also had advice for others: 'If you've an operation as small as mine with finance leases you're gambling the residual. Before you look at the various packages, even contract hire, compare your projected cash flow with the actual deal, whether it's a fixed or variable contract. 'There's no chance of diverting resources or cross-subsidising - so each asset must earn its keep on its own merits.'



Contract maintenance: a Leyland Lynx at Cleveland's pits.

On Expressliner deals and contract maintenance

'Our Expressliner has been a good vehicle,' said **Ambassador Travel's** joint managing director **Ray Green.**

'We took it on knowing what the package was and we are now 12 months into a three year evaluation. 'If repairs are high the contract maintenance element will have been worthwhile.'

Drawlane and **London & Country** subsidiary **Speedlink's** managing director **Nigel Gray** operates five Expressliners, with one spare and the other four operating five National Express diagrams daily. 'We've been running them for nine months so will have to see how the maintenance element works out,' he said.

'At the moment we regard the price we are paying as reasonable, and we get services, which are carried out by London & Country, when we need them.'

'The Expressliner finance package suits us down to the ground,' said **PMT's** operations manager **Carlton Cornes.**

'And it puts our minds at rest with the yet unproven EGS gearshift.

'We can project forward for 12 months at a time and know what the costs will be from day one.'

PMT runs four diagrams with two Rapides and two standard coaches.

'We are about to take another, but as a matter of principle we'd rather own the vehicle,' said **EYMS** managing director **Peter Shipp.**

'But the advantage of the package if the contract is right, is it stabilises costs and you know what revenue you are bringing in.'

Do you pay cash or lease?

If you've got it, cash is easier. But, leasing has major advantages for operators looking for new or used coaches.

Hire Purchase

WITH the all-too-common absence of the 'readies,' the traditional remedy has been to go for some sort of hire purchase agreement. 'Lease purchase' is exactly the same as HP, although some operators claim the distinction lies in the deposit required being lower. But it certainly is not leasing - as the title to the vehicle passes immediately to the operator.

Hire purchase payments contain an element of paying for the use of a coach or bus while also paying for its capital value. You get the coach, its title, and eventually its ownership, providing you pay your deposit and your regular fixed payments.

In this form of agreement, the operator claims the capital allowances. Although ownership of the goods is not legally passed on until the end of the hire period, the tax system treats the hirer as the owner from the outset.

A disadvantage of HP is the administrative burden of having a depreciating asset on the balance sheet. The signer of the deal must have Nostradamus' power of prophesy - but in 20th century residual values. For the deal still involves capital, however spread, which may be better used elsewhere. Who knows, it might even be providing a public service with public service vehicles.

However, the opposing view says a strong asset base should be built. Forms of finance still exist which require security and it's always nice to know it's there. But these are extremes, and a safe reality always lies with an optimal mix of assets and liabilities.

Leasing is different to hire purchase, not only in the absence of title to the goods being bought with the agreement, but in other ways.

On all leases the ownership of the leased vehicle remains with the leasing company for the entire period of the lease, so it claims all capital tax allowances. But rentals to the operator reflect this - and this arrangement makes it a form of funding which is secured by the asset itself, rather than the assets of a company or its directors. There are two types.

Finance Lease

In this case, the lease period covers the full expected useful life of the asset. And the payments over the agreed primary lease period will give the lender a full return on his investment in the lease. But if the operator wishes to continue using the coach or bus after the end of this primary period, the lender will usually agree to a secondary lease at a nominal rental.

Glynn McKenzie, managing director of Plaxton Roadlease: ' Leasing can stop you being distracted from making profits.'

Otherwise, the operator may be permitted to arrange the secondhand sale of the vehicle, as the lease company's agent, with the bulk of the sale proceeds returning to him in the form of a rental rebate.

Finance leases transfer all the risks and rewards of an asset substantially to the operator if the projected present value of the lease payments, including any initial payment, equals the fair value of the leased asset. The present value is calculated by using the rate of interest implicit in the lease, or a commercial rate of interest.

With such an arrangement the leasing company is paid out in full by the operator using the vehicle - so the agreement must be capitalised and shown on the balance sheet, apart from capital tax allowances which are claimed by the lender.

There are many types of finance lease with variations continually being struck between operators and the leasing companies.

The operator may decide not to go for the standard advance rental and so many monthly payments, but may opt for a structured lease with higher payments made during the main season. Another variation is a 'balloon lease' in which a large 'payment is made at the end of the lease with the sale proceeds from the residual value of the vehicle. ▶

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Horses for courses

THE sort of finance deal you go for depends on a combination of what actually suits you and your own particular prejudices.

You might have up to 10 percent plus of £1 million in capital for expansion or renewal to buy a vehicle out right. But perhaps some of it may be useful for marketing next year's tour programme or expanding a local service network.

The next most straight forward deal to slapping down the cash for a vehicle is hire purchase. If you feel you can successfully predict the realisable residual value and effectively incorporate this into your future business planning, it may be the best way. 'You may feel that juggling with the value of a depreciating capital asset distracts you from your main aim of making economic profit from running public transport services,' says Roadlease managing director Glynn McKenzie. 'This is where leasing comes in.

The growth of leasing in part reflects its commercial attractiveness. It allows the operator to bring new vehicles into use when they are really needed, usually with only one rental to be paid in advance. This frees financial resources for deployment elsewhere.

Business equity is retained while using someone else's money to finance the use of a new vehicle. Once the need for a new bus or coach has been established, the income generated should be over and above the series of rentals - making the deal self-financing. And where business equity does not exist, opting for leasing rather than buying can leave other credit sources free for the day-to-day running of the business.

Carlyle Dart: financial packages are available.

Costs over time are also claimed to be another benefit. Writing down allowances claimed by the lease companies, some of which are not always claimable by the operator because of his taxation situation, are reflected in their rental charges. The major sources of finance have vast tax liabilities against which they can offset the cost of buying the capital items they lease to operators, allowing them to operate tax-efficiently and charge lower rentals.

This allows funding at less than the London Inter Bank Offered Rate (LIBOR), used as a reflection of the cost of money over time. Operators in a tax-paying position can still claim a full revenue deduction on the lease rentals against their own taxable income. This can't be done if the vehicle is bought outright or on hire purchase.

Additionally, the lender's continuing title to the goods allows highly competitive terms of lending - and means the security for the financial advance can be restricted to the inherent value in the vehicle itself.

There are also cash flow advantages for the operator, because the pattern of rentals over the life of a lease can often be tailored to match anticipated variations in revenue. Tapered rentals, lease arrangements with only summer season payments and 'balloon' finance leases, with the biggest payment funded at the end of the lease out of the vehicle's residual value, are good examples. But even if it is a more straightforward lease with regular and fixed payments, it allows the operator to make accurate cash flow forecasts.

Leases can also simplify book-keeping. The operator is only concerned with rentals, insurance, and if there isn't a contract maintenance element in the lease contract, maintenance. He may have a finance lease and be concerned about depreciation - but will not be concerned with capital allowances or other calculations. 'It makes budgeting easier because the operator is able to compare rentals with expected profits from the use of the asset,' says Mr McKenzie.

Another advantage is concerned with the security of the deal. Once it is agreed and signed, it runs for the term agreed at the agreed rate - unless a 'post-inception variable' agreement is favoured.

This is the type of lease agreement where the rate applicable is varied in accordance with interest rate changes. With currently high interest rates many operators prefer such variable leases - anticipating a reduction in the base lending rate by the Government soon.

With Government action this attitude could change. A lease with a fixed rate is said to have a 'pre-inception variable' - and cannot be called in in the way a bank overdraft can, at the whim of a bank manager. With this arrangement, the operator can plan his business strategy more easily because he knows his future costs.

Leasing Check List

How can you know which type of lease is best for your business? The simplest way is to look at the differences between the two main different types of lease.

Finance Lease

- **The vehicle can continue to be leased after the primary period for a nominal sum.**
- **If a second lease period is not required, operators receive most of the proceeds from assets' sale (usually between 95 and 97.5 percent) with rental refund.**
- **Vehicle appears in accounts as a leased asset with rentals as a liability.**

Operating Lease

- **Returned to lease company at end of lease and offered for sale - or leased for another period.**
- **Although operator does not receive residual value in a rental refund, he does not run the risk of the residual - if vehicle does not hold its value as well as another he incurs no financial penalty.**
- **Off balance sheet - not shown as liability, but charged to profit and loss account annually with disclosure in 'notes to accounts.' RE: future liability in rentals.**
- **Helps operator to conserve funds - monthly payment lower than other forms of having the use of a vehicle.**

Contract maintenance

PERHAPS the supreme example of an operating lease tied in with contract maintenance is the National Expressliner deal for contracting operators - specially tailored to fit in with National Express' five year operational contracts and its drive to raise standards of operation and image.

The aim of higher operational standards has always been an honourable one. And the contract maintenance element is the most interesting part of it. Although it is often offered as a bolt-on to a vehicle lease package, contract maintenance can also be bought as a stand alone option.

Norman Hinchcliffe, contract maintenance manager with Plaxton Roadlease, gained his spurs as Yorkshire Rider's technical engineer.

He is genuinely convinced of the positive role contract maintenance can offer the industry generally in

Norman Hinchcliffe: believes contract maintenance has a positive role.

standards of safety and optimal operation.

He said: 'National Express imposing contract maintenance was the best way of ensuring high standards.

And despite the initial scepticism, it has been proven to work. Many operators do their own maintenance under Roadlease's procedures, then bill us for the work.'

Cleveland Transit now has 20 Leyland Lynx on a RoadLease maintenance contract and carries out its own work on the vehicles.

'We looked at contract maintenance and thought it could be worthwhile,' said Cleveland Transit's managing director Malcolm Howitt.

'We originally liked the certainty for costing purposes, but its success can be measured against the fact we have now adapted the Roadlease maintenance procedure for the whole fleet of 160 PSVs.'

The bulk of Roadlease's maintenance contracts is with the 120 National Expressliners on the road, and the Plaxton subsidiary is looking for growth of 50 more this year.

'The package is especially suited to the smaller operator as it both keeps maintenance costs down and evens out costs over the vehicle life,' said Mr Hinchcliffe.

Roadlease's contract maintenance books includes Stagecoach, Badgerline and Drawlane subsidiaries.

In Cleveland's case, being a designated repairer puts it in a position to review relationship between costs and benefits.

But so far 'precise servicing arrangements give us a greater degree of reliability,' said Mr Howitt.

'We've got an 80 percent availability of spares at all times with impressed stock - and our deal basically covers the chassis aspect on buses which cover between 60 and 70,000 miles a year on stop-start operation.

'We are able to arrange servicing through the night so there is no significant downtime.

'And once the money is paid to Roadlease our financial responsibility ends.'

It has been well-received by Cleveland's maintenance staff.

'We now inspect vehicles every four weeks and service every eight weeks,' said engineering manager Gordon Gray.

Buses for new starters

THE Bus Centre Ltd, the trading arm of Carlyle, evolved from moving into used vehicle sales three years ago.

'Barry Childs was the architect of the whole thing,' said director Chris Jones. 'But once into our own bus sales we realised we needed to be much broader in our approach - and our involvement with leasing, HP and part exchange now aligns us with the market for commercials and private cars.'

Now its Freight Rover, Mercedes and Dart buses, with seating capacities from 16 to 43, are offered on finance with service deals. Additionally, its new and used stock can be had with contract maintenance deals. But as far as finance is concerned, TBCL acts as a go-between with the major finance houses.

'Financiers such as Humber Clyde and Lombard North Central have been keen to enter the UK leasing market,' said Mr Jones. 'And there now is an industrial finance market which has an empathy with the bus and coach industry.'

TBCL puts clients in touch with specialist bus finance brokerages who write the leases, put the agreements together and generally act as administrative and handling organisations.

In addition to prospects of regular cash flow, many bus companies have services which are the subject of local authority and London Regional Transport support. Regular income may not be great, but it is frequent, and payment routines are good.

Finance houses who were previously sniffy of mini and midibuses now have a better idea of residual values and are more forthcoming. More sombrely, the value of repossessions is easier to judge.

Mr Jones stressed the importance of clients having detailed discussions with the bus finance brokers.

He said: 'Finance is very flexible these days, so it is best to discuss your individual circumstances.

'Not only for spreading the rentals - but there is a range of financial technicalities, not least of which is the tax situation.'

But additionally TBCL also rents out used vehicles, from a stock of up to 40 vehicles.

Although they can also be bought and financed in some way, deposits required by the finance houses are large so it is often more convenient to rent, with a typical vehicle costing up to £150 a week.

Carlyle encourages many small companies to start up in this way - and many of these end up buying vehicles out of the profits generated. One of these supplied post dated cheques for his initial forward rentals.

Useful contacts

Carlyle Bus Centre Ltd,
Waterworks Road,
Edgbaston,
Birmingham B16 9DB.
Tel: 021 454 4808.

Equipment Leasing Association,
8 Upper Grosvenor Street,
London W1X 9PB.
Tel: 071 491 2783.

National Express,
Ensign Court,
4 Vicarage Road,
Edgbaston,
Birmingham B15 3ES.
Tel: 021 625 1122.

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A sensible approach must be adopted

THE LAW regarding the fitment of speed limiters is quite precise. Any coach first used on, or after, April 1, 1974 must be fitted with a speed limiter complying with BS AU 217 by April 1, 1991 if the coach is capable of exceeding 70 mph.

The Department of Transport, however, are not so precise in indicating what procedure will be followed at annual test to determine whether or not a vehicle will be failed for not having a limiter fitted.

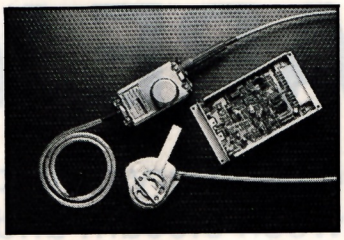
There is some sort of departmental memo circulating around the Vehicle Inspectorate which indicates the makes and models of vehicles which will, unquestionably, require speed limitation in order to pass the annual test.

The version of this list which I have seen is no more than a handwritten sheet and the covering note makes it clear that it does not follow that a vehicle excluded from the list does not require limiter fitment.

As I do not have a copy of this list I cannot reproduce it. But it may answer the query in many operators' minds if I advise that the only Bedfords shown as certainly requiring fitment are YNT and YNV models; no Ford chassis types are shown at all and nor is the Leyland Leopard.

The district contacts of the Vehicle Inspectorate should be able to advise what other models are on this informal list.

This still does not answer the question whether it is either necessary or prudent to fit limiters to Leopards, some Fords or those Bedfords which, at a pinch, might just about be capable of topping 70 mph.



Speed limiters: law is precise.

There is already a question on test application forms about limiter fitment and my guess is that after April 1, the Vehicle Inspectorate will be treating post 1974 vehicles without speed limiters that are not on their list in the same way as they have been handling those without (sealed) tachographs: accepting a signed declaration from the operator's representative that the circumstances are such that the equipment is not required, as an alternative to failing the test on this count.

I hope that this pragmatic interpretation of the law will, in fact, be adopted. For it will save us some £300 or more per vehicle provided that these 7-17-year-old vehicles are only used in circumstances where they will not get thrashed to travel beyond their contented cruising speed of less than 70mph.

Should there be any risk of speeding with such a vehicle, it would be wise to either fit a limiter or reduce the maximum engine rpm to give a lower top speed.

For it should follow, and I hope it will, that any prosecution for exceding 70 mph with such a vehicle would also attract a prosecution for using a vehicle without a speed limiter and a black mark on the operator's licence.

For we can only expect sensible interpretaion of legislation if we ourselves are sensible in its application.

Technology may be the answer

A RECENT survey showed that many motorists ignored speed limits and simply drove at what they felt to be a safe speed having regard to the vehicle, the road and the driving conditions. I confess myself to be in that number.

Indeed, it was only when I was contemplating writing this piece that I noticed that the speed limit over the road on which I have lived for years was not what I thought it to be.

Similarly, I suspect that I am not alone in memorising the Highway Code table of stopping distances in order to pass driving tests many years ago - and then forgetting them for evermore!

As an experiment, the 'Speed Chevrons' on two miles or so of the north-bound carriage way of the M1 in south Leceistershire are quite interesting.

It is fairly easy to keep at least two chevrons from the vehicle in front, but heaven forbid that every road in the country should be so decorated. Cost and environmental issues apart, replication on that scale would make them as mentally invisible as speed limit signs. Let us try a different tack: the manufacturers of auto instrumentation have had a good run of guaranteed profits from statutory fitment requirements of seat belts, tachographs and speed limiters. Is it not high time they showed a bit of entrepreneuralism and gave us something really useful which was not actually required by law?

I am sure the technology exists to produce an inexpensive device which would sense the distance from a vehicle in front end, in relation to the speed involved, would, when necessary, give warning that the gap was insufficient for safety; or perhaps even have the ability to, itself, reduce the speed of the vehicle.

For the fact is that no matter how confident some, even many, of us are to drive safely according to conditions, the 5,000 road deaths a year and the cost to us (only slightly cushioned by insurance) of 'shunting' accidents is testimony to our fallibility. Signs and road-markings turn imperceptible through over repetition.

Technology is the answer. If only manufacturers will give it to us.

Warning!

STILL on the subject of speed limiters, there is a requirement to display a fitment plate in a 'conspicuous and readily accessible position in the driving compartment.'

Make sure the installer does not put this on the windscreen, it only compounds the problem when a screen needs replacement.

The police like them on the driver's offside window - they can see them from patrol cars and a coach is less likely to be stopped for a check if the plate is externally visible. I wish some manufacturers would make their plates more durable. The Econocruise version has a life span of only about 2 or 3 years.

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So how do you go about exploiting media public relations opportunities? One way is to retain a PR consultancy. But, this is an expensive option and many small operators would find it more cost-effective to train up a member of staff with the rudiments of PR. For example, Holder Swan PR runs one-day courses for coach and travel industry employees at its London office.

On a more general basis, members of the Coach Tourism Council will shortly be receiving a manual with advice on the best way to use public relations. The manual will also be made available to non-members on request.

'For us the basic aim will be to raise the profile of coaching generally,' said CTC chairman Gerry Topiol. 'Our aims can be supported at the local level by operators obtaining publicity in their local press - stressing the comfort, convenience and economy of modern coach travel.'

After setting up your in-house press contact and working out the format for press releases, develop your PR plan. First isolate your strengths and weaknesses. Then decide on your objectives - are they to increase business, offset competition, build up your company's standing in the industry or a combination of these. Whatever you decide on will determine which branches of the media you use - national, regional or local press, tabloid or posh, national or local TV and radio.

Isolate your strengths and weaknesses and then decide your objectives.

You can then develop a strategy by building a framework of events to be involved with, by becoming aware of PR opportunities presented by stories carried in the media, and by planning proactive stories, that is, stories generated internally to encourage media coverage.

Press releases should be short, snappy, newsworthy and be suited to the publication they are sent to. They should have a punchy headline which summarises the story in one line - and get the story across in the first paragraph with your company's name and the who, what, why, when, where and how questions answered. Despite popular belief, journalists are not bone-idle alcoholics, they are very busy people. If your story gives them what they want to know the chances are it will be printed, especially if it does not read like propaganda or advertising copy.

Write in the third person, try to avoid spelling and grammatical errors, and you're away. Furthermore, if you double-space the copy, date it and give a contact for further information, there'll be gasps of disbelief in the editorial office.

Good photographs with the copy will often tip the balance - especially if they have well-known faces in them, include the company logo, and are professionally competent. Eventualities may be covered by keeping a small library of 'mug-shots' of key people, and interesting fleet pictures, within your firm.

Stories get published if they are topical and timely. Watch the press for opportunities, then angle your story to suit the people who read the publication. The press can be nurtured by keeping regular contact and inviting them to fact-finding and familiarisation tours.

Other roads to successful PR include involving yourself with the local community. It is often a good idea to form liaisons with local opinion formers, influential people and community leaders. And develop your position in the industry with both press and non-press PR. An example of the latter is such things as operator open days, for both customers and business associates.

Guests and customers are your most powerful ambassadors because word of mouth is perhaps your most powerful sales tool.

Sarah Ramsden,
The Secretary,
Coach Tourism Council,
Wentworth House,
Wentworth Street,
Peterborough PE1 1DS.
Tel: 0733 63100.

Holder Swan Public Relations,
70 Chalk Farm Road,
London NW1 8AN.
Tel: 071 267 6022.

Crisis? what crisis?

THE success or survival of your business can often depend on the way you perform under the glare of unwanted publicity. There are numerous examples of how not to perform - as the corporate handling of the Zeebrugge ferry and Lockerbie air disasters amply demonstrate.

But, British Midland turned the M1 air crash very nearly to its advantage with skillful media handling. And more recently British Airways staved off any adverse criticism, in an incident where a captain was almost sucked out of the cockpit - by focusing on the commendable teamwork that saved him. Crisis management is a skill every operator should develop as a matter of course.

'The single best piece of advice has got to be - be prepared,' said Lindsay Swan, of London-based Holder Swan public relations. She added coach and bus operators need a media spokesman, preferably the managing director, and its a good idea to give the spokesman professional media training. Whoever the elected spokesman is, everyone in the company should know who he is and where he can be reached 24-hours a day. He should be helpful, sympathetic, fully-informed and accessible.

Furthermore, no-one else should speak to the media, and the spokesman should never speak 'off the record.'

'Staff giving their version of events can cause untold damage to an operator's image and even to litigation,' said Lindsay.

● Holder Swan Public Relations runs one-day 'How to do your own PR' seminars which are particularly tailored to coach operation and the needs of the travel industry. The eight-person courses are held regularly at its offices in London.

ABC of crisis management

1. Identify potential crises and formulate responses.
2. Nominate a crisis manager.
3. Arrange for telephone lines which can be commissioned during a crisis to give relatives news.
4. During crises issue written press statements immediately.

It is worth having pre-drafted statements to cover every eventuality. Keep the statement brief, but it should include:
What has happened, where and when.
Whether there has been injury or loss of life.
It should avoid speculation of how the accident happened until police have finished their inquiries.
Admissions of guilt should not be released as litigation may follow.
It should include a 24-hour contact and number.

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Weekly report on law and the coach operator By Michael Jewell

LEGAL NEWS

● THE Department of Trade and Industry has published a revised and updated version of its booklet *Competition Policy - How it Works.*

The booklet is a brief guide to the laws dealing with mergers, monopolies, anti-competitive practices and restrictive agreements. It also covers EC competition rules and lists other relevant publications giving more detailed information.

Telephone numbers are provided for enquiries.

The revised edition explains changes to UK law introduced by the Companies Act 1989. These include pre-notification of mergers, undertakings in lieu of a reference to the MMC, and fees for merger control.

The booklet also explains the relationship between the new EC Merger Control Regulation and UK law.

Copies of the booklet are available free of charge from the Competition Policy Division, Room 637, 1-19 Victoria Street, London SW1H OET. Tel: 071 215 4262.

● SOME technical admendments have been made to braking and tyre requirements for small vehicles in the Construction and Use Regulations.

One of the main points is that passenger carrying vehicles constructed or adapted to carry no more than eight seated passengers in addition to the driver must have a tyre tread depth of least 1.6mm. Currently only a Imm depth is required.

The amendment comes into effect from January 1992. It is contained in The Road Vehicles (Construction and Use) (Amendment) (No 4) Regulations 1990 No 1981.

● THE Vehicle Inspectorate has replaced its existing two-tier structure of regional directors and deputy regional managers with a single layer of group managers.

According to the VI, the group managers' main function will be to develop and maintain an accountable vehicle testing and enforcement organisation within a group of districts.

Operator to face tacho charges

THOMAS Gordon, a director of Cumbrian coach operator Gordons of Kirkbride, has been committed for trial at Carlisle Crown Court accused of a series of tachograph offences.

The charges relate to alleged falsification of tachograph charts by the firm's drivers on runs to the Continent and back and making of false declarations in order to obtain vehicle excise licences.

Mr Gordon, of Carleton, Kirkbride, is accused of two offences of using a coach without an excise licence, four offences of making false declarations on applications for vehicle excise licences, and 31 offences of causing drivers to make false entries on tachograph charts.

Shuttle drivers fined in Selby

TWO coach drivers working on shuttle services operated by Voyager International Ltd have been fined for drivers' hours and tachograph offences by the Selby Magistrates.

Brian Liversedge, of 40 Berrydale Drive, Ferry Fryston, Castleford, admitted one offence of driving for four hours without required break, and an offence of failing to take a daily rest period.

Senior traffic examiner Brian Walscher said that on June 28, 1990, Mr Liversedge had driven for seven hours and 42 minutes without taking the statutory break of 45 minutes. On July 1 he had driven for a total period of 11 hours and 50 minutes, without taking the required daily rest.

In a letter to the Court, Mr Liversedge said that on June 28 he had been told there would be a second driver to take over from him, but that was not so. He was under pressure to get the passengers home, as they had been on the coach for three days. He took a break at the Watford Gap Service Area, then on the motorway he got caught up in roadworks and contraflows. He took a break as soon as he got off the motorway. There were 77 passengers giving him 'hassle' to get them home.

Voyager: two shuttle drivers fined a total of £300.

The magistrates fined Mr Liversedge £200 and ordered him to pay £25 prosecution costs.

Barry Linskill, of 6 Cross Grasmere Street, Armley, Leeds, admitted one offence of failing to keep prescribed records.

Mr Walscher said that on June 29th Mr Linskill travelled from Edinburgh to Watford Gap. The odometer showed a reading of 558km, and the distance trace showed 312km, showing that the daily tachograph chart had not been kept completely.

In a letter to the court, Mr Linskill denied that he had interfered with the tachograph. He said that that day was a bit chaotic, and it had been an oversight.

Mr Linskill was fined £100 and ordered to pay £25 prosecution costs.

And in a third case, a Voyager International driver Philip Read, of Lynton Cottage, Burton Road, Hornsea, was accused of two offences of exceeding four hours driving without the required break.

The case was adjourned until February after he failed to attend.

Commissioner warns Runnymede

METROPOLITAN traffic commissioner Air Vice Marshal Ronald Ashford has decided to take no disciplinary action relating to the O-licence held by Lionel Greenhalgh, trading as Runnymede Carriage Co, of Henry's Yard, Challenge Road, Ashford, following a London public inquiry.

However, the commissioner has warned that any further significant failings on Mr Greenhalgh's part will put his six-vehicle licence at risk.

● AIRPORT Shuttle Services, of St Werburgh, near Rochester - run by S L Edgecombe and R L Hall - has been granted a new international licence authorising the operation of six vehicles provided five are not more than 25 seats and one not more than 40 seats.

The decision was made at an Eastbourne public inquiry by South Eastern traffic commissioner Brigadier Michael Turner. ▶

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Weekly report on law and the coach operator By Michael Jewell

Glowbelle fined for non-PSV drivers

THE use of unlicensed drivers to drive PSVs on schools services has cost Glowbelle Coaches Ltd, of West Bromwich, £550 in fines and costs.

The company had denied three offences of employing non-PSV drivers to drive a minibus before the West Bromwich Magistrates. The two drivers concerned denied driving without a PSV licence. They were Alan Brown, of 86 Beckett Street, Bilston, accused of one offence; and Keith Taylor, of 20 Cornwall Close, Woods Estate, Wednesbury, accused of two offences.

Driver Mr Brown admitted he was not the holder of a PSV licence.

Prosecuting for the West Midland Traffic Area, Sarah Buxton pointed out that a PSV was defined as a vehicle of more than nine seats, including the driver's, used for hire or reward. Between September 1988 and July 1990, Glowbelle held a contract with Sandwell Metropolitan Borough Council for two school runs.

Department of Transport traffic examiner Barry Jackson said that he was on duty at the Millfield Special School on March 6. He saw a 12-seater Ford minibus draw up outside the school and a number of children alight. He spoke to the driver, Mr Brown, who admitted that he was not the holder of a PSV driving licence, and who said that he thought that the company knew that he did not hold such a licence. He also said that he had been employed part-time driving on the contract for about two months.

DTp traffic examiner Malcolm Seward said that on March 2 he saw a 12-seater minibus arrive outside the Birchley Special School. Mr Taylor got out and went into the school. A number of children got on to the minibus before Mr Taylor returned and drove it away. On March 13 he saw the minibus, driven by the same driver, arrive at the school empty. He spoke to Mr Taylor, who said that his name was Michael Smith and that he was the holder of a PSV licence.

Mr Seward said that he then went to the company's premises in Crankhall Lane to make further enquiries. While there, he saw the minibus, with a number of children on board, being driven past the premises by Mr Taylor. He and a police officer attempted to follow the vehicle in a police car. They lost it. However, when they stopped they saw the minibus in the rear-view mirror passing behind them. They turned round and pursued it. When they caught up with the minibus it had stopped and there was one child on board. They spoke to Mr Taylor, saying that they believed that he had given them an incorrect name. He admitted that his name was Keith Taylor, saying that he had given them a false name because he did not want any hassle.

Wyn Griffiths, a director of the company, said that he knew that Mr Brown did not have a PSV licence. He had thought that he did not need one as he had previously driven 12 and 14-seaters without a PSV licence for the social services when they were charging fares to passengers.

Mr Taylor was employed as a guide and not as a driver. On March 13, Mr Taylor had taken the empty minibus to the school for Mr Griffiths' father to pick up to do the service run after having been to the bank. Mr Taylor should have been on board as a guide, but in fact followed behind in Mr Griffiths' car. When the minibus got to the last drop-off point, Mr Griffiths' father had asked Mr Taylor to take it back to the depot. Mr Taylor had said that he would have to pick up his son from school, and the child on the minibus asked if he could go with Mr Taylor as he played with Mr Taylor's son.

Wyn Griffiths had denied that Mr Taylor had ever been sent out to carry passengers. However, he had been unable to explain the March 2 incident. Wyn Griffiths said that the law was an ass and should be squashed. Glowbelle were a good company. They had just had 13 vehicles pass the MoT test first time. They were not perfect but they did try.

Mr Taylor said that when he was approached by the traffic examiner and the police, he panicked a bit and gave a false name and address. He denied that he had driven the vehicle with passengers on board. The only crime he had committed was giving a false name and address, he said. He could not recall what had occurred on March 2. He was not employed as such, he had been working to earn lessons to take the PSV test. He knew the regulations and he would not have driven a PSV without a licence. The guide's job was to keep the children away from the driver and see that they behaved.

Questioned by Miss Buxton, Mr Taylor said that he had told the traffic examiner that he had a PSV licence because he panicked and not because the traffic examiner was going to see him drive off with children on board. He did not think to say that Mr Griffiths, who did not arrive until later, was going to drive the minibus.

The traffic examiner had been mistaken when he said he saw him drive the minibus past the company's premises. He had been on the minibus but Mr Griffiths was driving. He agreed that he did not look like Mr Griffiths. He said that he had dropped Mr Griffiths' car off near the company's garage. He returned to the garage and dropped Mr Griffiths off, before being seen by the traffic examiner and the police.

Wyn Griffiths maintained that the only time that Mr Taylor drove a vehicle was when it was empty. He said that they had been told by the DTp that Mr Taylor could take any coach empty to a seaside destination for the driver to bring back.

Wyn Griffiths said the law was an ass and should be squashed.

The purpose of the procedure was to teach Mr Taylor how to drive a PSV as they wanted to employ his as a driver when he passed the test.

In reply to Miss Buxton, Mr Griffiths said that he saw his father arrive back at the garage in his car, after changing over with Mr Taylor at the last dropping off point.

Questioned by the magistrates, Mr Griffiths said that the company was licensed for 27 vehicles and had 15 in operation.

Last year, though it had a turnover of £400,000, it actually lost money.

The magistrates dismissed the charges in relation to March 2, but found the company and the drivers guilty in respect of the other two dates.

Glowbelle was fined £400 and ordered to pay £150 prosecution costs. Mr Brown and Mr Taylor were each fined £100 and ordered to pay £30 costs.

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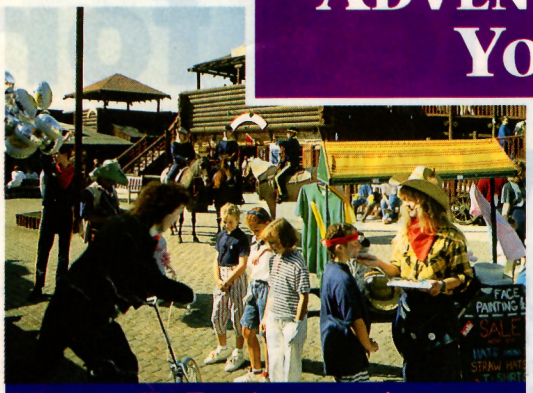

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Camelot is a breath-taking kingdom of medieval make-believe. The American Adventure captures the electrifying spirit of the USA.

Hundreds of thrilling rides, sensational attractions and live action events ensured over a million people visited the parks last year.

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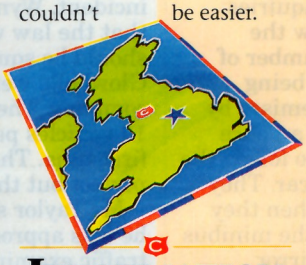
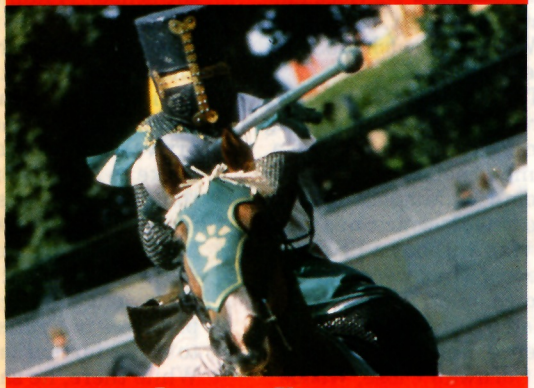


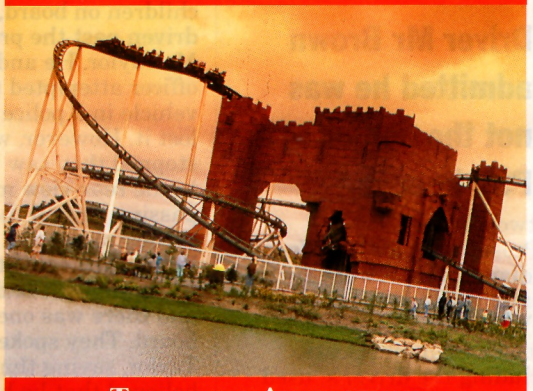
Information Hotline

To receive your special coach operator's pack, just phone our Information Hotlines and quote ref TE.
***American Adventure** – 0773 531521,*
***Camelot** – 0257 453044.*

Welcome To Camelot



Jousting Knights



Terrifying Attractions

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More Than Just A Great Adventure

Special Events

A whole programme of special events ranging from radio roadshows to family fun days are planned throughout the season at both The American Adventure and Camelot Theme Parks.

Summer Nights

Available at the American Adventure throughout the summer – evening entertainment American style. Fridays and Saturdays from 21st June until 31st August inclusive, when the park is open until 9.30pm. (Special evening rates available.)

Corporate Entertainment

Unique business functions and corporate events are a speciality of both The American Adventure and Camelot Theme Parks. For further details please contact the individual park.

Weekend Breaks

Situated within Camelot's 130 acres of landscaped grounds is Park Hall Hotel which offers special package rates in a variety of accommodation types and all the facilities of a resort hotel.

A New Adventure Every Day

5,000 animals are on display

British zoos and wildlife parks have never been so popular. After years in the doldrums, the modernisation of zoos, together with a less restricted regime for the animals, has brought about a resurgence in the industry.

The increasing concern about the environment and preservation of rare and endangered species, is reflected in the attitude of the modern zoo. In many cases, zoos are in the frontline of the protection of endangered species and many of them have carefully-planned conservation programmes and 'adopt an animal' schemes.

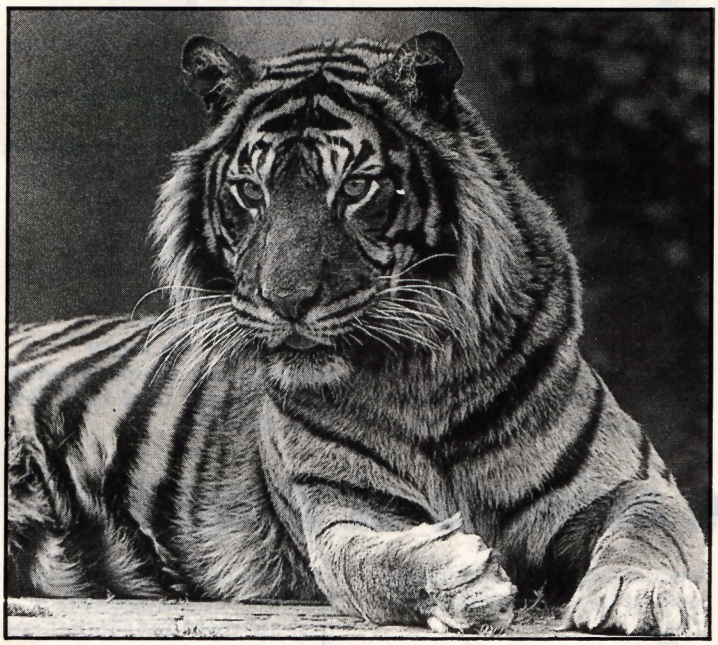
London - the capital of the zoo world

London Zoo, founded in 1826, is undoubtedly the oldest, most famous and prestigious zoological garden in the world.

Set in the capital's Regent's Park, it attracts thousands of visitors each week, and has an exciting new season lined up for group visitors.

New for 1991 are pre-bookable guided tours for groups with three themes to choose from: Endangereed animals guided tour, where you can learn about some of the world's most endangered species and find out what the zoo's animal conservation scheme, Lifewatch, is doing to help; Photography guided tour, where you can take a closer look at the animals, accompanied by the zoo's official photographer; Curatorial guided tour where groups can join one of the curators on an hour-long walk, looking at some of the famous animal houses and specific species; Gardening tour where you can accompany the gardens and grounds manager to find out about the Zoological gardens and exotic flora.

The massive zoo has no fewer than 5,000 rare and beautiful animals. There are okapis, onyx and bongo, rare or endangered species which have been bred at the zoo; tapirs, camels, llamas and three species of zebra; a special section with small mammals like black rats, otters, Golden lion tamarins and meerkats; a section of the mammal house is devoted to nocturnal animals and groups can see them by the 'light of the moon'.



Big cats are one of the many features of London Zoo.

There's a fascinating insect house with butterflies, locusts, cockroaches, spiders and scorpions; the Snowdon Aviary which includes birds from all around the world; big cats, with lions, tigers, and leopards; a bird house with a wide range of tropical birds; elephants and rhinos, waterbirds which include penguins, pelicans and flamingoes; reptiles including snakes, lizards and alligators; an aquarium with all kinds of exotic fish; monkeys and apes, including gorillas; and birds of prey.

There's a childrens zoo and farm, shopping areas and gift shops, restaurants, snack bars and bars.

Open: Daily, except Christmas Day; March-October 9am-6pm (7pm Sundays and Bank Holidays) November-February, 10am-dusk.

Group prices: Special rates for groups of 20 or more and extra discount for early payment. Free entry for coach driver, free meal voucher, free gift shop voucher.

For details of group prices and bookings phone 071 722 3333.

Perfect place for a great day out

Bristol Zoo has always been the perfect place for a great day out. As well as coming face-to-face with some of the world's most fascinating and rare animals - from tigers and tarantulas, penguins to piranhas and giraffes to giant tortoises, the Zoo is surrounded by 12 acres of beautiful gardens. Displaying a magnificent collection of flowers, plants and trees - both exotic and familiar - the gardens are well worth a visit by themselves.

Bristol Zoo is constantly changing. The Nocturnal and Reptile Houses, together with the Aquarium and Tropical Bird House, have proved firm favourites with group visitors.

The zoo is participating in more than 50 co-operative breeding schemes, in the interest of conservation of endangered species with animals including the Sumatran Tiger, Allen's Swamp Monkey, Lion-Tailed Macaque, Black and White Colobus, Geoffroys Tamarin and Persian Leopard.

There are special feeding times for most of the animals; a special education centre, equipped with some of the most sophisticated interactive audio-visual facilities, including live video and a 100-seater lecture theatre.

Presentations on the Zoo and Natural History topics can also be arranged for groups. There's a restaurant, bar and cafeteria on site.

Open: Daily. Weekdays 9am; Sundays 10am.

Group rates are available on application to: The Director, Bristol Zoo Gardens, Clifton, Bristol BS8 3HA. Tel: 0272 738951.

Overhead railway highlights Chester's new season

One of the major highlights of the year at Chester Zoo is the new overhead railway - expected to be up-and-running by Easter.

Over a mile of track has been laid, partly at ground level, partly overhead. The train will link the two halves of the zoo, cutting down on the amount of walking involved in seeing the country's largest zoological gardens.

The trains are fully automated with latest computer technology and the carriages are electrically driven with a built-in synchronised commentary, telling passengers about the animals they can see as they ride over the enclosures.

The zoo is heavily committed to conservation and the preservation of endangered species and nearly 75% of its mammals were born at the zoo, with the remainder born at other zoos. Chester was the first British zoo to breed and rear an elephant, back in 1977.

The chimpanzee house, opened two years ago, has been further improved with even more facilities for the animals; more cheetah paddocks have been built to provide extra room and privacy for breeding and the aquarium is undergoing a major rebuild with new and larger tanks.

The two flamingo flocks have been increased and there's a new enclosure in the moat so that the Caribbean and Chilean sub-species can be separated.

New this year are scimitar-horned onyx, pygmy marmosets, ruffed lemurs, scoop owls and green-cheeked Amazonian parrots.

There's a huge range of birds, fish and animals to be seen at the zoo, from penguins and sealions to elephants and hippos; lions and tigers to tropical birds, owls, bats and snakes.

There's a farm and play area for the children and magnificent gardens with nurseries and greenhouses. The gardens are so large that the zoo has a staff of 22 gardeners, just to keep them looking their best!

There are bars, restaurants, mother and babies rooms, a puppet theatre and an education department.

The zoo is open all year round, except Christmas Day, from 10am until dusk.

Group rates are available with more information from: Chester Zoo, Chester CH2 1LH. Tel: 0244 380280.

Fun with the animals at Drayton

Drayton Manor Park is currently celebrating its 41st year as a theme park and zoo. The Park is 150 acres with lakes, a 15-acre zoo, extensive amusements and catering facilities for groups.

The zoo is ideal for group and school visits with primates, big cats, apes, tropical birds, bears, birds of prey, deer, wallabies and just about every imaginable animal.

The reptile houses have a fine collection of snakes, lizards and crocodiles, while there's also a sealion pool and penguin pool. The Zoo Farm contains all the firm animals and a wide selection of rare breeds, which have been added this year.

There's a nature trail, set in 42 acres of woodland, duck decoy, flora and fauna project boards and marked trails.

There are nearly 50 attractions and, new for this season, are the Pirates' Adventure, Museums, Drayton Queen and Zoo Farm Railway. Existing rides include the Python Looping Coaster, Buffalo Mountain Coaster, Octopus, Red Baron, Giant Slide and Haunted Crypt.

Dinosaurland includes 24 'life size' dinosaurs as working exhibits. There's a garden centre with plant sales, three souvenir shops, sweet shops and a special 'penny arcade.'

Catering includes a restaurant, cafeteria, fish and chip takeaway, Safari delicatessen and several fast food outlets. There are good facilities for the disabled, a first aid room and Mother and Baby room.

Open: Daily, March 24-Oct 6, Park 9am, rides and Zoo 10.30am until 5,6 or 7pm. October 7-27, daily weeekends & half terms. October 28- March 29, zoo open daily, 11am-4pm.

Group Prices (20) includes Zoo and Park: adults £1, children, 4+ 50p, 2-3 40p, OAPs 80p. Rides extra. Coach driver gets £5 meal voucher and free rides.

Where: Near Tamworth, Staffs. On A4091, one mile south A5 at Fazeley.

For more information contact: Drayton Manor Park and Zoo, Nr Tamworth, Staffs, B78 3TW. Tel: 0827 287979.

See the animals at Beautiful Belfast Zoo

Situated on the lower slopes of the Cave Hill, with a magnificent view over Belfast Lough, Belfast Zoo is one of the most beautiful and modern zoos in Europe.

The role of the zoo has changed a great deal in recent years with conservation and education becoming increasingly important. Gone are the old tiny barred cages with single animals. In their place are large open enclosures housing colonies or family groups in surroundings as natural as possible, providing the best accommodation for the animals, with pleasant surroundings for the visitor.

Belfast Zoo, originally known as Bellevue, was opened in 1934 with a small collection of animals. Interest waned in the 50s and 60s until a completely new and modern zoo was designed and begun in 1974. This major project is now almost complete.

The survival of several species now depends on maintaining zoo populations and Belfast Zoo has been successful in breeding several rare species, including Hawaiian geese, Indian lions, red lechwe and golden lion marmosets.

There's a walk-through aviary, African enclosure, spider monkey island, penguins, polar bears, elephants, tigers and just about every conceivable animal. Individuals, groups and companies are encouraged to adopt an animal of their choice through a special adoption scheme.

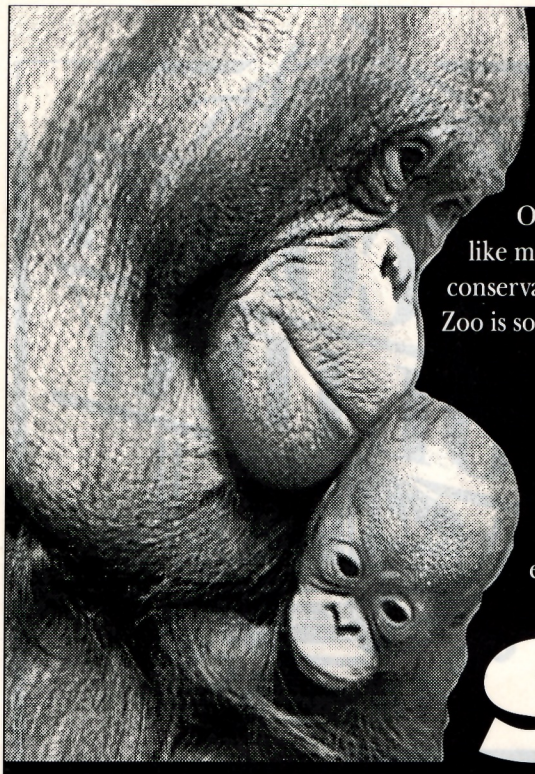
The zoo education service offers a wide range of services to groups and schools and programmes can be tailored to individual classes.

There's a restaurant, snack bar, souvenir shop and picnic tables.

Open: daily 10am-5pm, April-September; 10am-3.30pm, October-March.

Group prices are available to coach operators.

More information from: Belfast Zoo, Antrim Road, Newtownabbey, BT36 7PN. Tel: 0232 776277.



Oooh!

Oooh, what a great day out! Over 5,000 rare and exotic animals. Daily events like meet the animals and elephants bathtime. Restaurants, gift shop, new conservation centre. In fact, plenty to do whatever the weather! No wonder London Zoo is so popular with groups.

Aaah!

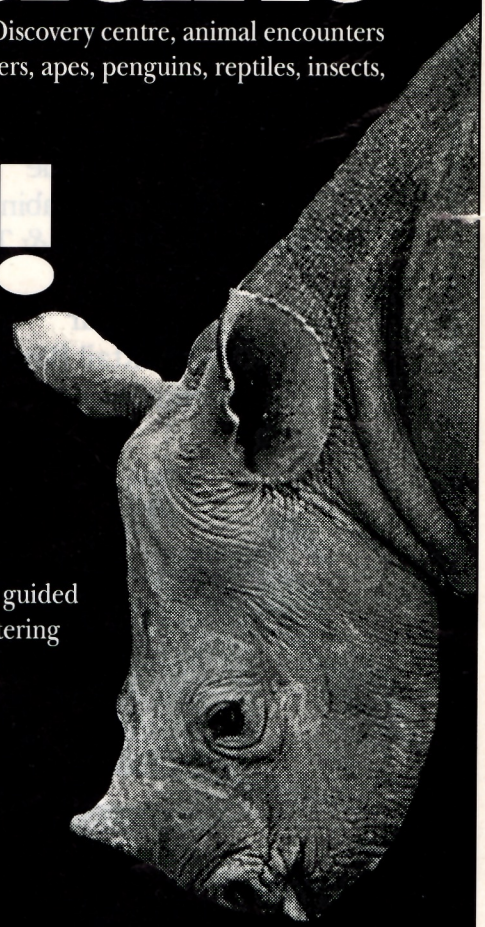
Aaah, there's plenty for the children! Discovery centre, animal encounters and... all the old animal favourites - tigers, apes, penguins, reptiles, insects, elephants, koalas...

Shhh!

Shhh, we've got some hush-hush attractions too. Our creepy-'n'-quiet Reptile House, the sound proofed Aquarium underwater world and the new silent Moonlight World (open May).

Wow!

Wow, just look at those group and travel trade benefits! Discounts for 20+, special guided tours, easy coach parking plus free driver's meal and voucher, account billing, catering options, education discounts and more.



For more details clip the coupon and return to:
Group visits co-ordinator,
London Zoo, Regent's Park,
London NW1 4RY
telephone 071 722 3333
facsimile 071 483 4436

London Zoo and Whipsnade Wild Animal Park in Bedfordshire: Britain's most exciting wildlife attractions - the country and city homes of the Zoological Society of London. For more details on group visits and travel trade benefits at Whipsnade Wild Animal Park, telephone 0582 872171 and talk to the group visits co-ordinator.

YES, please send me the latest London Zoo travel trade & group benefits pack.
Please use BLOCK LETTERS

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SAFARI PARK

Drive through the world-famous Safari Park, with its uncaged lions, monkeys, rhinos, wolves, zebras, giraffes, camels, elephants and the renowned white tigers.

AMUSEMENT PARK

For the more active, there's rides, exhibitions, the Adventure Castle playpark and the world's largest maze.

Or just relax and enjoy yourselves in the rolling landscaped parkland.

LONGLEAT

Lions of Longleat, Warminster, Wiltshire BA12 7NJ
Telephone: Maiden Bradley (09853) 328

'Phone for details of party discounts

Diamond Jubilee celebrations at Whipsnade

Whipsnade celebrates its Diamond Jubilee this year and looks set to be a top attraction for group visits. Set in 600 acres of open Bedfordshire parkland, it's home to almost 3,000 animals.

Wallabies, peacocks, mara and chinese water deer roam free and many of the animals are rare or endangered species in the wild. The zoo has a special conservation and breeding programme.

New for 91 are Tiger Falls where visitors can walk through the Tiger Reserve and view the animals at ground level as well as looking down into the enclosures! The Chimpanzee Centre has been expanded and there's Wolf Wood, a new enclosure with viewing mounds and sunken fencing.

'Passage Thru Asia' is a new 'drive through' allowing visitors to see all kinds of deer in parts of the park which have previously been inaccessible, and there's now a new children's farm, farm gift shop and Duck Island.

World of Sealions offers regular demonstrations throughout the day; there's Elephants at Work; birds of prey flying displays; Animal Encounters: Discovery Centre; Woodland Bird Walk and the Run Wild Play Centre.

A series of specially themed events has been organised throughout the year and the Jubilee celebrations in May will include a major craft fair, an exhibition of Whipsnade throughout the ages, an art exhibition and a 'Hunt the Diamonds' competition.

There's a coffee shop, restaurant and bar and facilities for corporate entertaining.

Open: Daily, except Christmas Day. March-October 10am-6pm (7pm Sundays and Bank Holidays); Nov-Feb, 10am-dusk.

Group Prices: (10 or more) adults £4.60, children 4-15 £2.70, under 4 free; OAPs £3.70. Free entry for coach drivers and free meal and gift shop voucher. New coach drivers restroom.

Details from: Group Booking Office, Whipsnade Wild Animal Park, Dunstable, Beds LU6 2YU. Tel:0582 872171.

150 different species on display

Colchester Zoo is East Anglia's most exciting zoological collection with 150 different species of animals, from Snow Leopards and Siberian Tigers to chimpanzees and elephants, all set in 40 acres of undulating parkland. Daily presentations include snake handling, penguin parade, Let's Meet the Elephants, Falconry, parrot display, seal and sea lion displays and Familiar Friends Animal Encounters.

There are two children's play areas, an amusement complex and ball pools, a miniature railway and children's petting area, plus gift shops, snack kiosks, take-away and licensed restaurant.

There's also a series of special events, organised for the first half of the year, including an Easter Egg Treasure Hunt on March 28-29 and a display by the North East Essex Tractor Engine Club on Father's Day, June 16.

Open: Daily, except Christmas Day, 9.30am-5.30pm, summer; one hour before dusk at other times. Free coach park. Group prices: Call 0206 331292.

Where: Take A604 Cambridge exit from A12 and follow Zoo signs along the Maldon Road.

More information from: Colchester Zoo, Maldon Road, Stanway, Colchester, Essex CO3 5SL. Tel: 0206 331292.

Family fun at Flamingo Land

Flamingo Land, said to be Europe's largest privately-owned zoo, offers a wealth of attractions for group visitors of all ages.

There are more than 1,000 animals in the Jungle Zoo, many of them breeding in this natural habitat.

There are elephants, tigers, lions, polar bears, monkeys, chimps, camels and crocodiles, together with a dolphin show, sea lion show and parrot show.

Flamingo Land is also a fun park, with more than 100 attractions, including The Corkscrew, log flume, roller coasters, dragon chase, cable car sky ride, ferris wheel, octopus and Rio Grande railroad.

There are three adventure playgrounds, children's play corner, restaurants and theme show bars.

Open: March 23-end of September, 10am. Last admission varies according to season.

Group prices: (20 or more) £5 all inclusive, under 4s free.

Where: Off A169 Malton-Pickering Road, 22 miles from York and Scarborough.

More details from: Flamingo Land Zoo, and Funpark, Kirby Misperton, Malton N Yorks YO17 0UX. Tel: 065 386 287.

Anniversary events at Windsor

Windsor Safari Park celebrates its 21st anniversary this year with the opening of several more major African themed attractions. A full programme of events and entertainments will also run throughout the summer season.

More than £10 million has been spent on the park in the last three years and the major new feature for this season is the Egyptian Entrance and Moroccan Village.

Visitors will now also be able to hop aboard new Safari Roadtrains for a guided tour of the animal reserves and a new funicular railway will take visitors to the attractions and shows at the top of the Park.

The Park has one of the most impressive and varied collections of animals in Britain, including the largest pride of lions. There's a spectacular Seaworld show, and Birds of Prey show, an African Queen riverboat ride, elephant gardens, a whole host of attractions for children, gift shops and a full range of catering facilities.

Open: Daily, except Christmas Day, 10am-4/5/6/7pm depending on season.

Group prices: (12 or more) From March 23: Adults £7.95, children £5.95, OAPs £4.50. Further discounts for pre-payment 14 days in advance.

More details from: Booking Office, Windsor Safari Park, Winkfield Road, Windsor, Berks SL4 4AY. Tel: 0753 869841.

Mountain zoo is top Welsh attraction

The Welsh Mountain Zoo at Colwyn Bay has a whole host of entertainment lined up this year.

The zoo stands in Flagstaff Gardens a 37-acre site overlooking Colwyn Bay and with magnificent views of Snowdonia, the Conwy Valley and Anglesey. There are elephants, lions, bears, deer chimpanzees and monkeys, Persian leopards, ostriches, flamingoes, sealions and tropical birds.

There's a reptile house, Crocodile Beach, Children's farm and tropical houses.

Chimp Encounter is an introduction into the amazing world of chimpanzees with the magical Professor McFergie, and there are the ever-popular Free Flying Eagles and Californian Sealions which perform their tricks several times a day.

Open: Daily, except Christmas Day. March-October 9.30am-5pm; November-February 9.30am-4pm.

Group prices: (15 or more) adults £3, children and OAPs £1.50. Further 5% discount if payment made two weeks in advance. Coach driver free.

More details from: Group Visit Department, Welsh Mountain Zoo, Colwyn Bay, Clwyd LL28 5UY. Tel 0492 5322938.

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Watery wonderland at Anglesey

A zoo with a difference, that's Anglesey Sea Zoo one of North Wales' top attractions.

And the Zoo has recently announced a major expansion programme, due to be completed this summer.

The expansion will add 20% more to the exhibition area, thanks to a massive new tank, provisionally named 'The Big Fish Forest', which will hold more than 225 tonnes of sea water.

A large number of rays and other big fish will cruise through the seaweed and it is also hoped that the tank will house sharks. The fish will be viewed through a special curved acrylic window and be lit mostly by natural daylight.

The project will allow more of the popular 'Touch Tanks' to be built, and the second phase of the development will include a small audio-visual theatre for educational and general use.

The Sea Zoo allows visitors to see huge and minute seascape environments. You can watch conger eels swim around you as you walk through a shipwreck; watch the ebb and flow of tides in a special 'tide tank' and there's even a wave tank where you'll get wet if you stand too close!

There are big rays, dogfish, flatfish, mullet, codling, pollack, octopus, crabs, mussels and worms, with all the tanks under cover.

There's even a small lobster hatchery where visitors can see the lobsters being bred before they are released.

There's a themed gift shop, restaurant and sea food bar, special facilities for family groups, an Aquablasta water game, radio-controlled model boats and a brand-new adventure playground with special section for toddlers.

Open: Daily, all year, except December 23-26; February-November 10am-5pm, other days 10am-3pm.

Group prices: (12 or more) Jan-May 24, adults £2.50, children £1.50, OAPs £2; May 25-December 31, adults £3, children £1.50, OAPs £2.

More information from Anglesey Sea Zoo, Brynsiencyn, Anglesey, Gwynedd LL61 6TQ. Tel: 0248 430411.

Groups flock to Longleat

Fabulous Longleat, home of the Marquess of Bath, created a real stir when it opened its Safari Park in 1966.

Since then, however, all the controversy has died down and groups have been flocking to the venue in ever-increasing numbers.

The Safari Park is perhaps best known for its lions, but there are also many other animals, giraffes, elephants, zebra, wolves, monkeys, camels, buffalo, white tigers and rhinos included, which roam freely in their large enclosures.

Longleat is also among the world leaders in the conservation of endangered species and not just a 'free range' zoo.

There's a popular pets corner where more familiar and safer creatures can be found.

Longleat has many other group attractions to - there are exhibitions, like the Doctor Who exhibition, an imaginary world run by the Daleks; rides, amusements, the world's largest maze and Longleat House itself.

Adventure Castle is a 2-acre play park with towers, slides, swings and aerial runways; there's a butterfly garden, a tropical greenhouse containing some of the world's most exotic insects; Longleat Railway, a narrow gauge line running through the woods; Safari boats which cruise around Gorilla Island; Lord Bath's Bygones, a glimpse of the styles and skills of yesteryear, and Lord Bath's VIP vehicles, a collection of motor vehicles from 1750 to the modern day.

There are special packages currently available to coach operators. Group prices are: Adults £8, children and OAPs £6.50. Includes entry to house/safari park/exhibitions and attractions/maze/butterfly garden/railway/pets corner/adventure castle/boat ride. Allow all day.

House only: Adults £3, children £1, OAPs £2.50. Allow one hour.

Safari Park only: Adults £3.50, children and OAPs £2.50. Allow 1 hours.

The Safari Park/pets corner/boat ride is open March 9 - November 3, daily 10am-6pm. Other attractions daily 11am-6pm.

Longleat House is open every day except Christmas Day; 10am-6pm Easter-September 30; 10am-4pm rest of the year.

More information on Safari Park and other attractions from: Longleat Safari Park, Warminster, Wilts BA12 7NJ. Tel: 09853 328. Information on Longleat House, telephone 09853 551.

Great day out at Woburn Animal Kingdom

Woburn Wild Animal Kingdom and Leisure Park is said to be Britain's largest drive-through Safari park. Set in the beatiful grounds of Woburn Abbey in Bedfordshire, there's a host of attractions for group visitors of all ages.

As well as the animals, which roam freely throughout the safari park, there are plenty of other attractions.

There's a passenger railway, carousel, ghost train, helter-skelter, pets' corner, rainbow ride, sealion shows, childrens rides, boating lakes, tiger bouncer, elephant displays and parrot shows.

There are restaurants, gift shops, amusement arcade and picnic areas also on site.

Coaches are especially welcome with free parking and free entrance for coach drivers.

Rates for pre-booked and pre-paid parties (20 or more) are £4.50 adults, £3.15 children and OAPs, £1.50 children under four. These charges include admission to all attractions.

Opening times are March 9 - November 3, daily from 10am.

More information from: The Party Booking Office, Woburn Wild Animal Kingdom, Woburn, Bedfordshire MK17 9QN. Telephone: 0525 290406.

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For more information on all eight Treasure Houses simply contact Lesley Ann Harnett, Dept. TE , John Montagu Building, Beaulieu, Brockenhurst, Hampshire, SO42 7ZN or phone any of the individual numbers listed.

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CASTLE HOWARD (North Yorkshire) (065 384) 333.
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HAREWOOD HOUSE (West Yorkshire) (0532) 886225.
WARWICK CASTLE (Warwickshire) (0926) 495421.
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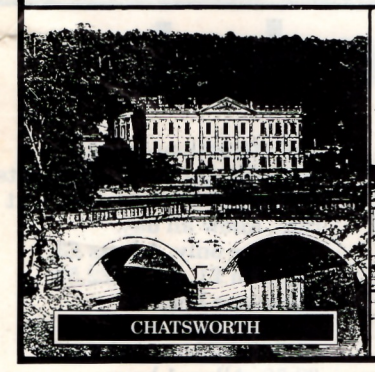
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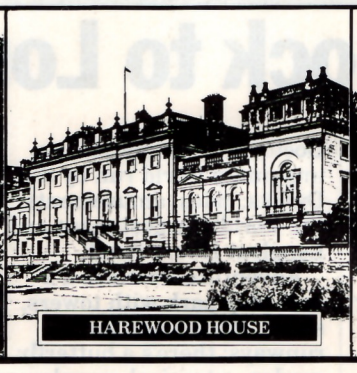
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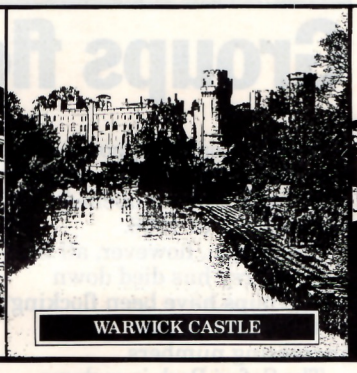
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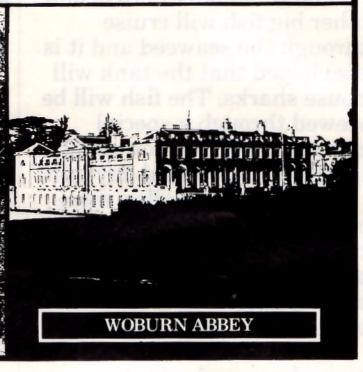
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Warm, friendly, comfortable, good food, choice menu, nightly entertainment.
All bedrooms with tea, coffee making facilities, Sky TV. The majority with private bathrooms.

EASTER, APRIL & MAY

Mon-Fri Half Board From £69.50 Sun- Fri From £84.50

Tel. Tenby (0834) 2377 ask for Malcolm Thomas

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Ring now for October/November Special Breaks

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TENBY

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Warm, friendly, comfortable hotel, with a choice of menu.
Licensed bar, dancefloor and entertainment.
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EASTBOURNE

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Ideally situated close to sea front has vacancy for group.

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En suite rooms available.

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(16340/HO)

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A licensed family run seafront hotel. Entertainment, excellent food. Some en suites, tea making facilities, and colour TVs in all rooms. Vacancies for groups April for weekends or longer breaks from **£15 per person per night ½ board, June, July vacancies, special offers**

CONTACT KEN DOBELL
Tel. EASTBOURNE (0323) 20131

(12572/HO)

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Blackpool, Lancashire
FY1 6BQ

40 bedroomed Hotel overlooking sea, close to shops, all bedrooms have tea/coffee facilities, and colour TV. Some en suite, lift, games room, licensed bar, dance floor, entertainment.
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(15830/HO)

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Friendly family run Hotel adjacent to the Promenade, Sandcastle and Pleasure Beach.
11 bedrooms including tea/coffee making facilities and TV in every room.
Licensed bar, good home cooking, fully centrally heated. Car parking.

For further details contact Julie or Derek
Tel. 0253 42637
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(15597/HO)

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Open all day

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300 years old Inn next to duck pond on pretty village green.
3 mins from M1 Junction 12, near Whipsnade Zoo & Woburn.

Tel. 05255 2380
Ask for Paula
(A member of S. Beds Tourism Assoc) (15841/HO)

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is a family run Hotel in walking distance of Fistral and Crantock.
Ample parking space.
Most bedrooms with private facilities.
All with colour TV.
Good home cooked food, varied evening menu and full English breakfast.
Live entertainment 3 times weekly.
Week commencing 13th April to 4th May, week commencing June 8th, June 29th, July 13th, Sept 7th, Sept 28th and also all of October.

For further details please contact

ANGELA TUFFNEY
NEWQUAY 0637 873363

(12560/HO)

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BARGAIN BUSES

BARGAIN BUS
LEYLAND TIGER 1982
218 ZF, 12 metre, Supreme V, 53 str, tinted glass, radio, PA, tape, wired for video, Eberspacher, MoT 5.11.91, in excellent condition throughout.
£23,750
Tel: 05773 360 (Perth)
(12584/BB)

BARGAIN BUS
1989 F REG
MERCEDES CHARISMA
49 seats, full executive spec, excellent conditon.
£65,000
Telephone: 051 523 3118
(12588/BB)

BARGAIN BUS
BEDFORD 500 DUPLE DOMINANT I 1978 (T)
53-seater, tested to August 1991.
£4,250 ono for quick sale Tel. 0896 84360 or evenings 0896 822175
(12576/BB)

BARGAIN BUS
1975
LEYLAND LEOPARD
53 seat service bus, Alexander body, 680 engine, manual box, tested.
Tel. 0226 727769
(12563/BB)

BARGAIN BUS
1979 VOLVO B58 PLAXTON IV
12 mtr, 53 str, P/D MoT June '91. Recent respray, black/white, good order throughout, genuine update. Sale.
£16,500 + VAT
Tel. (0989) 82676 or (0531) 820979 (Glos)
(17648/BB)

BARGAIN BUS
1985
MERCEDES 307D
12 high back seats. High roof. Test Aug '91. 24 mpg. Excellent condition.
£6,000 ono + VAT
Tel. 0829 732378
(17442/BB)

BARGAIN BUS
1979 LEYLAND LEOPARD
Dominant II. 53 seater, tested till Nov '91.
£13,000 ono + VAT
TEL. 0626 66580
(12589/BB)

BARGAIN BUS
1982
MAN SR 280 HIGHLINER
Private plate, MoT Dec 1991, 49 recliners, toilet, fridge, drinks machine, tinted windows, roller blinds, drivers bunk, radio/cassette, PA system, first class condition.
£29,000 + VAT
Tel. 0896 55577 or 0896 55671
(12581/BB)

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SPECIAL OFFER
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... only £45
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Authentic AEC tiles, send your £5 NOW
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(12580/AEC)

1977 AEC 760 PLAXTON. 53 seats, power door, MoT to Dec 1991, **£6,250 ono + VAT. Tel. 0259 216180.**
(17359/AEC)

YEOMANS CANYON TRAVEL
21-23 THREE ELMS TRADING ESTATE, HEREFORD.
TEL. 0432 356201
Four 1979 AEC Duple Dominants, express doors, Bristol dome, 53-seaters, all white, MoT to October '91, sensible realistic offers accepted.
Part-exchange considered.
(17375/AEC)

BEDFORD

1986 BEDFORD 500, 35 seater Plaxton Paramount 3200, MoT May 1991, curtains, radio cassette, recliners, very good condition inside and out. **£31,500 + VAT. Tel. 081 808 2000.**
(12567/BE)

BEDFORD

1982 Y REG YNT TURBO DOMINANT IV
53 seater, new engine and gearbox, retrimmed seats, new curtains, air door, Bristol Dome, side lockers, radio, PA and tape, immaculate condition inside and out, telephone if required. MoT until August 1991, taxed. Must be seen.
£18,000 + VAT
Stan's Coaches, Maldon, Essex (0621) 891959 (Anytime)
(12582/BE)

1984 Bedford YNT. Duple Laser. Tested May 1991, will re test if required. Good condition all round. **£20,000 + VAT ono. Tel. 0324 824146.**
(12557/BE)

1983 BEDFORD PLAXTON PJK, 29-seater, radio/cassette/PA, all white, vgc, test Oct '91, £9,000. **Windmill Coaches, tel. 0206 210263 (Essex).**
(17357/BED)

BEDFORD/PLAXTON, 35 seater, YMP, 1982 August, MoT April '91, blue engine, radio/PA, power door, excellent condition. **£13,500 + VAT. Smiths Coach of Tring tel. (044282) 3163.**
(12577/BE)

1981 BEDFORD YMQ
33 coach seats, 8 standing. Automatic, no faults, long MoT & tax.
£7,500 ono
Allways Travel Kent
0795 471313 (17613/BED)

BRISTOL

WANTED: BRISTOL MW WINDSCREENS to fit 1967 ECW Coach bodied bus. MW (curved type). Phone (0738) 30008 – Fred. GENEROUS PAYMENT OFFERED. (17576/BR)

BOVA

1982 DAF BOVA EUROPA, 50 seats, rear toilet, drinks machine, provision for video, radio, p/a, tape, Webasto heating, full draw curtains, headrest covers, FSH, 5 years private plate, MoT Dec '91. Excellent condition throughout. Offers. **£29,000 + VAT. Telephone (0226) 293566.** (16374/BV).

CAETANO

CAETANO 25 seat executive midi coach, everything except toilet, new test, etc. **£19,250 + VAT ono. Tel (0786) 814319 or (0831) 417025.**
(17430/CA)

DAF

1983 DAF MB200 LAG GALAXY, 53 R plus courier seat, white, unlettered, Eberspacher, good condition, MoT May '91, any reasonable offer or PX considered. **Tel. 0533 739818.**
(17645/DAF)

1984 DAF SB2300 PLAXTON PARAMOUNT 3200, two star spec, 53 reclining seats, curtains, radio cassette, pa, Telma, MoT Dec '91. **£37,000 + VAT. Tel. 081 808 2000.** (12570/DAF)

1982 Private plate, DAF BOVA EUROPA, 53-recliners, courier seat, continental door, curtains, radio cassette, P/A system, power door, Webasto heating, recon engine 6 months, nice condition, **£23,000 + VAT. Tel. 042121 6628.** (12537/DAF)

DENNIS

WANTED. Dennis Javelins. **WANTED** older Leylands or DAF vehicles to be taken in part exchange. **Claytons of Leicester 0553 739818 day, 0664 434404 after 6pm.** (12539/DE)

FORD

1977 YMT PLAXTON SUPREME III, 53 str, MoT Nov '91, side lockers, power door, radio, pa, **£3,900 plus VAT. South Dorset Coaches, Swanage. Tel. 0929 423622.** (17616/FO)

1978 FORD PLAXTON 53, 13 months MoT. **£3,750 + VAT ono. TEL. 0974 202495.** (17366/FO)

1979 FORD TRANSIT, PSV'd, MoT July '91, 12 seats, reliable vehicle, would make a good school bus, **£750 + VAT. Tel. 0705 829992 (Day); 0705 372343 (Eve).** (17370/FO)

FORD

1984 FORD QUEST PARAMOUNT 3200
53 recliners, rebuilt engine, new MoT, many extras, excellent condition, stock of spare parts available. Only
£21,000 + VAT
Tel: 031 663 2272
(12554/FO/PC)

FORD R1114 PLAXTON SUPREME IV.
53 seat, power door, radio/cassette/PA, MoT April '91, new test applied for, tints, curtains, Telma, new engine, new springs and brakes, wheel trims. Very reliable.
£8,500 + VAT ono
Tel. 0786 70255
Mobile 0860 667617
(12536/FO)

FORD T152 PLAXTON MK IV, 35-seater, 1979 V, decorative curtains, radio/PA, side lockers, good condition, MoT Feb 1992, **£9,250 ovno. Tel. 0333 26109 (Fife, Scotland).** (17358/FO)

FOR SALE
1978 S REG FORD PLAXTON SUPREME. 53 seats, radio/PA, side lockers, power door, twin fuel tanks, newMoT..... **£4,800 + VAT**
1978 T REG FORD PLAXTON SUPREME. 53 seats, radio/PA, side lockers..... **£5,000 + VAT.**
Both coaches in daily use.
Tel. 0604 890210
YORKS COACHES
Short Lane, Cogenhoe
Northampton NN7 1LT
(17416/FO)

LAG

1986 OCT (D) LAG PANORAMIC, 49 seats, toilet etc. All usual Lag extras, very low mileage and in excellent condition, used exclusively on own touring programme. Choice of 3 – all just tested, **£56,500. Tel. Crusader Holidays, Clacton-on-Sea (0255) 425453.** (17593/LAG)

LEYLAND

1986 OPTARE CUB, full service bus, automatic, 33 moquette seats, low mileage, excellent. **£14,000 ono. 1977 LEYLAND NATIONALS,** 11.3 metre, new test. **£3,000 ono. BLYTHSWOOD MOTORS 041 221 3165.** (12586/LE)

IVECO

1985 IVECO BERKHOF, 25 reclining seats, good condition, tested 7/91. **Tel. 081 965 5333.** (17644/IV)

LEYLAND

1984 (A)
TIGER 245/ PARAMOUNT 3500
First reg 2/84, MoT to Nov '91, 50 recliners, courier seat, double glazed, interior beige, exterior all white, recent body attention & repaint. Leyland recon engine fitted 4/90.
£34,000 ono + VAT
Contact: Eric 091 517 0177
Durham Travel Services Ltd
(12552/LE)

1982 GOLDLINER TIGER 245, 48 recliners, TV/video, drinks machine, new engine 1988, new diff 1989, private plate, MoT 1992. **£22,500,** good condition. **1983 A PARAMOUNT LEOPARD,** 57 str, tints, trims, radio/PA, long MoT. **£25,500. 1982 PARAMOUNT TIGER 245,** 57 str, trims, radio/PA, long MoT, good condition. **£24,500. Tel. 0942 45305.** (12565/LE)

VALE OF LLANGOLLEN TRAVEL
Cefn Mawr, Wrexham

have FOR SALE due to fleet replacement the following tour coaches in excellent condition, only used 6 months each year.

1986 LEYLAND TIGER 245/PLAXTON 3500, 49/51 Vogel recliners (grey), ZF manual gearbox (two).

1985 LEYLAND TIGER 245/PLAXTON 3500, 49/51 Vogel recliners (grey or brown), ZF manual gearbox (two).

Each coach has new MoT test, Blaupunkt PA/radio/cassette system, full drawn curtains and updated front and rear body.

Enquiries to Llangollen (0978) 810070/1/2 during office hours (17422/LE)

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WARNERS BUS AND COACH
OLDBURY BUILDINGS, NORTHWAY LANE, TEWKESBURY, GLOS

1979 MERCEDES, 12 seat, high roof, PSV specification, very tidy for year

1983 (REG) LEYLAND LEOPARD, Plaxton Supreme, 50 reclining seats.

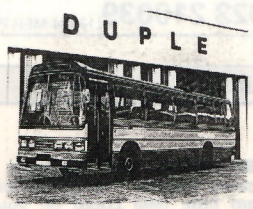
1981 LEYLAND TIGER 245 ZF, Plaxton Supreme V, 50 reclining seats, etc. DoT 11/91.

1982 LEYLAND TIGER 245 ZF, Duple Goldliner, high floor, 50 reclining seats, double glazed, DoT 11/91.

1982 LEYLAND TIGER 245ZF VAN HOOL ALIZEE H, 48 reclining seats, double glazed, wc, TV, etc., DoT 12/91.

1986 LEYLAND ROYAL TIGER 260ZF DOYEN, 48 reclining seats, double glazed, wc, TV, etc.

The above represent a selection of tidy vehicles used on holiday tour work.
No prices given but sensible and realistic offers accepted.
Part exchanges considered
Contact Richard or Nick Warner on (0684) 292108
All viewing by appointment to save disappointment. (17431/LE)



1978
LEYLAND LEOPARD
MoT October 1991,
47 reclining seats.
£8,750 + VAT
Tel: 0446 793957
(17630/LE/PC)

1978 LEYLAND LEOPARD VIEWMASTER, 57 retrimmed seats, MkIV front, tinted windows, new MoT, would PX for late Exec. **Tel. 0533 739818.** (17646/LE)

1988 TALBOT TRI AXLE, 20+ standees, power door, tested, moquette seats. **£9,500 ono. BLYTHSWOOD MOTORS 041 221 3165.** (12587/LE)

1983 LEYLAND LEOPARD
12 mtr, 57 seats, MoT April '91, double glazed, Webasto, heater. Only
£16,250 ono + VAT
Tel. 0745 853871
(17587/LE)

1979 PP LEYLAND LEOPARD DOMINANT 2
48 reclining seats, hot drinks, TV, video, toilet, carpet, curtains, tinted windows, MoT May '91. Exc cond.
£15,000 + VAT
Tel. (0234) 360327
(17440/LE)

1985 TIGER 245 EXECUTIVE
49 recliners, toilet, video/3 monitors, drinks machine, tinted glass, curtains, courier seat. Webasto, recent MoT, very good condition.
Bargain
£42,950 £37,950 ono
Telephone: Brian Jones
Link Line Coaches 081 965 2221/0298
(12558/LE)

1976 LEOPARD SUPREME EXPRESS, power door, 49 seats, power steering, SA, MoT June '91, good condition, **£6,250. Mayne of Manchester. Tel. 061 223 2035.** (17615/LE)

1979 V REG LEYLAND LEOPARD
S/A taxed, 50 recliners, Telma, side lockers, curtains, radio/PA, very good condition, MoT Oct '91.
£11,000 + VAT ono
Tel. 0279 425956
(17373/LEY)

X REG LEYLAND LEOPARD DOM IV 680, semi-auto, 53 retrimmed seats, new centre gangway rubber, Bristol dome, tinted windows, MoT Dec '91, **£14,850. Tel. 0352 713339. Oare's, North Wales.** (12566/LE)

1981 LEYLAND LEOPARD, Plaxton body, 53 reclining seats, ZF gearbox, taxed & tested, good condition throughout. **Only £17,000 ono + VAT. Tel. (0226) 744344.** (16559/LE)

LEYLAND TIGER DUPLE DOMINANT IV. 53 seat Express. Good condition, first reg 1-4-83. Test till 1-4-92. Bargain at **£19,500 + VAT. Hornsby Travel, Scunthorpe. Tel. 0724 282255.** (17449/LE)

1981 Leyland Leopard Plaxton 5, 53 seats, curtains, PA, radio, long MoT, good condition. **£16,000 + VAT ono. Tel. 0547 528303.** (17447/LE)

MERCEDES

MERCEDES 0303 RHD 1983

53 recliners, plus courier. Full Su-trak air cond, Webasto, new clutch, 12 month ticket, excellent condition.

£42,000 plus VAT ovno

Tel. (0562) 710717 anytime West Midlands

17640/ME)

1986 MERCEDES JONCKHEERE P99. 77 seater, full specification double decker. Excellent condition. Ready to work. A bargain at **£55,000 ono + VAT. Tel. Roger Mott on (0296) 613831 (Bucks).** (12546/ME)

MERCEDES 307D, 1983, 12 high back seats, tinted windows, very good condition for year. **£3,995 ono + VAT. Tel. 0992 445556. (Herts).** (17443/ME)

1982 MERCEDES 32 seat Executive Coach.

High specification Jonckheere Bermuda Coachwork including 32 seats, 8 tables, fitted kitchen, microwave, fridge, generator, 24/240V converter, WC/washroom, video, Blaupunkt stereo/pa, full draw curtains. Tested July 91.

£28,500 or offers.

Finance available subject to status.

Tel: 0923 210039 (12534/MER/PIC/CH)

SETRA

1985 SETRA 215 HD
49 str, toilet, 240,000 miles, air con. **£67,500.**

1986 SETRA 215 H
53 str, 18,000 miles (choice). **£62,500.**

1987 SETRA 215 HD
49 str, toilet, 190,000 miles. **£82,500.**

All the above have private no. plates. Have been used only on UK Tours and are in mint condition.

For details and viewing ring Ken Pullen on

0252 724010 (16605/SE)

1990 SETRA 210H. 32 seats, toilet, kitchen, tv/video. This gorgeous unlettered little fella could be yours for **£85,000 + VAT. Phone 031 339 6339, ask for Jack.** ***P.S. Still on friendly terms with Bank Manager so please, no vultures.*** (12535/SE)

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NEOPLAN

NEOPLAN SKYLINER

Double deck, 1984. New 12 months certificate of fitness, blue interior, white/orange/blue exterior, very tidy vehicle, Mercedes Benz V12, with 6 speed ZF gearbox.

£39,000 + VAT
NO OFFERS
Tel. (0928) 564515

(16648/NE)

1983 Jan

NEOPLAN SKYLINER

Double Decker

requires new engine and other minor repairs.

£26,000 + VAT

Tel. 061-483 2113 (12568/NEO)

NEOPLAN CITYLINER, 1983, Webasto, video, two monitors, toilet, fridge, hot drinks, courier seat, driver's bunk, reseated, resprayed white, excellent condition, 49 seats, 12 months MoT. **£42,000 plus VAT. Tel. 051 643 1551.** (17629/NE)

VINTAGE VEHICLES

1959 COMMER KARRIER 14 SEATER, full rebuild in original colours, tested 11/91, **£8,000 plus VAT. Tel. 081 965 53333.** (17641/VV)

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1980 VOLVO B58 PLAXTON, 53 'E' type seats, private plates, MoT till Sept 91 **£17,000 + VAT ono**

1981 VOLVO B58 DUPLE, 57 seater, power door, private plates, MoT till August 91 **£18,000 + VAT ono**

EAVESWAY MOTOR COACHES LTD

TEL. 0942 727985 (12569/VO)

VOLVO "FOR SALE" VOLVO
LEFT HAND DRIVE BUSES
VOLVO B59 – VOLVO B58
VOLVO B58 ARTICULATED

Large qty available, all in good serviceable condition, all can be converted to right hand drive

All can be supplied as "chassis" only to suit rebodying

All can be supplied "as is" or "rebuilt" or "fully reconditioned" with "new vehicle" warranty

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YOU'LL LOVE DRIVING AWAY A SETRA

When it comes to coaches, you can be sure the Kässbohrer Setra won't break your heart. For an unbeatable investment - and the perfect way to spoil yourself this Valentine's Day - see the list below.

Year	Model	Seats	Price
1988	Leyland Tiger 290 Jonc. P50, TV/Video, WC, Air Con.	48	£85,000
1988	DAF 2300/Duple 340, TV/Video, WC, Radio/PA	53	£65,000
1987	Mercedes/Plaxton 3500, TV/Video, dem. WC	55	£76,000
1987	DAF/Caetano 11.6, Radio/PA	53	£73,000
1985	Neoplan Skyliner, TV/Video, WC, Kitchen	77	£73,000
1983	Bristol LHS/Plaxton 3200, Radio/PA	33	£21,000
1983	DAF/Plaxton 3500, Radio/PA, Side Lockers	51	£42,000
1982	DAF MB 200 DKTL/Jonc. WC, TV/Video, Radio/PA	53	£39,000
1982	MAN SR 280, WC, Kitchen, Radio/PA	48	£35,000
1980	Leyland Leopard/Duple Dom II, Radio/PA, new COF	51	£13,000
1978	AEC/Plaxton, Radio/PA	53	£ 9,000
Setras			
1990	S 215 Full Ex. low m… UNDER OFFER …(Unhappy love affair with bank)		
1989	S 215 HRI (Rational), dem. V… SOLD …deo, Radio/PA, Central Locking, Warranty, …	49/53	£113,500
1989	S 215 HRI (Rational… SOLD …C, TV/Video, Radio/PA, Central Locking, W… …choice of 2	49/53	£108,500
1984	S 215 HR (Rational)… UNDER OFFER …n, 65,000 KM since new. Full history, 1 year's full wa…		
1983	S 215 H, Kitchen, TV/Video, Radio/PA, warranty	49	£ 48,000
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36 Months x £1,350
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1987 (D) LEYLAND TIGER — VAN HOOL SUPER HIGH
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DEPOSIT £11,000
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DEPOSIT £12,000
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OPTION TO PURCHASE
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1986 (D) LEYLAND TIGER — VAN HOOL SUPER HIGH
49 seater executive, toilet, video, radio/cassette, P/A system, full draw curtains, crew seat, drinks machine, eberspacher, telma. CHOICE OF TWO

DEPOSIT £13,000
12 Months x £999
36 Months x £1,350
OPTION TO PURCHASE
£13,000

1986 (C) LEYLAND TIGER — PLAXTON PARAMOUNT 3500 EXECUTIVE
49 reclining seats, toilet, video, radio/cassette, P/A system, full draw curtains, continental door, crew seat, tables, drinks machine, telma.

DEPOSIT £10,000
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48 reclining seats, centre sunken toilet, n/s, TV, video, coffee, fridge. **£37,500.**

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1983 PRIVATE PLATE MAN SR280 VAN HOOL ALICRON. 49 reclining seats, toilet, TV, video MoT May 1991.
1983 PRIVATE PLATE LEYLAND TIGER 245 DUPLE LASER. 48 reclining seats, toilet, TV, video, MoT April 1991.
1983 (Y) VOLVO B10M VAN HOOL ALIZEE. 53 reclining seats, courier seat, continental door, new MoT.
1983 (Y) VOLVO B10M DUPLE DOMINANT IV. 12 mtr, 53 seats, radio, PA, new MoT.
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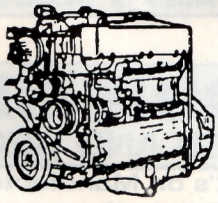

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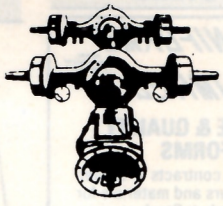

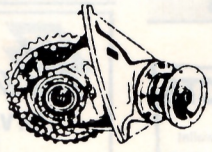

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WANTED
PLAXTON 3200
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Tiger or DAF, 53 E Type seats, must be semi automatic
£28,000-£30,000
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OFFERED TO YOU AT RATES YOU CAN AFFORD

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You pay VAT at 15%	£225.00	24 payments at	£80.00
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(12561/BFS)

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BS/17394

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We have over 20 years' experience of arranging insurance packages for coach operators

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Cover arranged for single vehicles and fleet operators

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No 1 IN THE INDUSTRY

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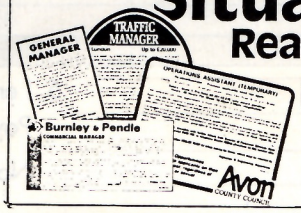

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FROM £12.50 + VAT

Minimum 25 words
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THE BETTER YOU TELL IT - THE FASTER YOU CAN SELL IT!

1. Choose your advertisement style (please tick)

A STANDARD POSITION	B BARGAIN BUS	C PICTURE COACH	D BOX NUMBER
minimum 25 words			
☐ x 50p = £ ☐	☐ x £25 = £ ☐	☐ x £55 = £ ☐	☐ x £8 = £ ☐
No of words + VAT	No of weeks + VAT	No of weeks + VAT	No of weeks + VAT

2. What is the best classification for your advertisement? _____

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4.
Your Name
Company Name
Address

Postcode Tel:

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Payable to Coachmart, or please debit my Acces/Visa card
No. ☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐

Send to: Coachmart Classified, Wentworth House, Wentworth Street, Peterborough PE1 1DS

OR TEL: 0733 898111

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LEOPARD GB 350
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3yr warranty
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Heads, Blocks, Cranks
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1989 LAG PANORAMIC INTEGRAL, 49 reclining seats, **full air conditioning,** radio, PA, tape, 2 monitor video system, carpets, curtains, tinted double glazing, continental door & steps, centre sunken toilet, bunk, Webasto, water boiler, fridge, Telma, full soft trim, new MoT.

1986 SETRA 215HD, 49 recliners, centre sunken toilet, Cont steps, powered Cont Door, wired for water boiler, video equipment, fridge, radio PA & tape, carpet to saloon, centre aisle, curtains to side windows, finished in white

1986 LAG PANORAMIC INTEGRAL KITCHEN COACH, 46 reclining seats, with rear servery, full air conditioning, centre toilet, continental step, water boiler, fridge plus usual executive features.

1980 DAF MB200 DKTL PLAXTON SUPREME IV, 57 reclining seats, radio, PA and tape system.

1988 DAF SB2305 DHS CAETANO ALGARVE, 49/53 seats, demountable toilet, 2 x TV, video, hot water boiler, courier seat, driver's bunk, carpets and curtains.

1984 MERCEDES V8 NEOPLAN CLUBLINER, 59 seater, radio, PA, tape, 2 TV & video, 2 tables, curtains, blinds, tinted glass, Webasto, power door, Cont door, toilet, water heater, courier seat, coffee machine, kitchen, side lockers and soft trim. New MoT.

1982 NEOPLAN CITYLINER MERCEDES V8, 49 seater, TV & video, coffee machine, driver's bunk, centre sunken toilet, curtains, new MoT.

1976 LEYLAND LEOPARD, DUPLE DOMINANT, 53 seats, radio, semi auto, new MoT.

1988 VOLVO B10M CAETANO ALGARVE, 49/53 seats, centre toilet, tv & video, courier seat, double glazing and curtains.

1984 BOVA EUROPA MARK 3, 49 recliners, ZF reconditioned gearbox, new clutch, 265 bhp, toilet, TV/video equipment, Webasto, Nomad drinks machine, carpets, curtains, courier seat, radio/PA & tape and plug door, repainted in white.

1982 DAF PLAXTON SUPREME V, 47 seater, radio, PA, tape, TV/video, tinted glass, power door, toilet, water heater, courier seat, coffee machine and side lockers.

1981 VOLVO B58 VAN HOOL ALIZEE, 49 reclining seats, radio, PA, tape, TV & Video, curtains, tinted glass, power door, toilet, courier seats, coffee machine, side lockers, soft trim.

VANHOOL

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FEBRUARY 22nd-25th – OPEN 9.00am-5.00pm daily
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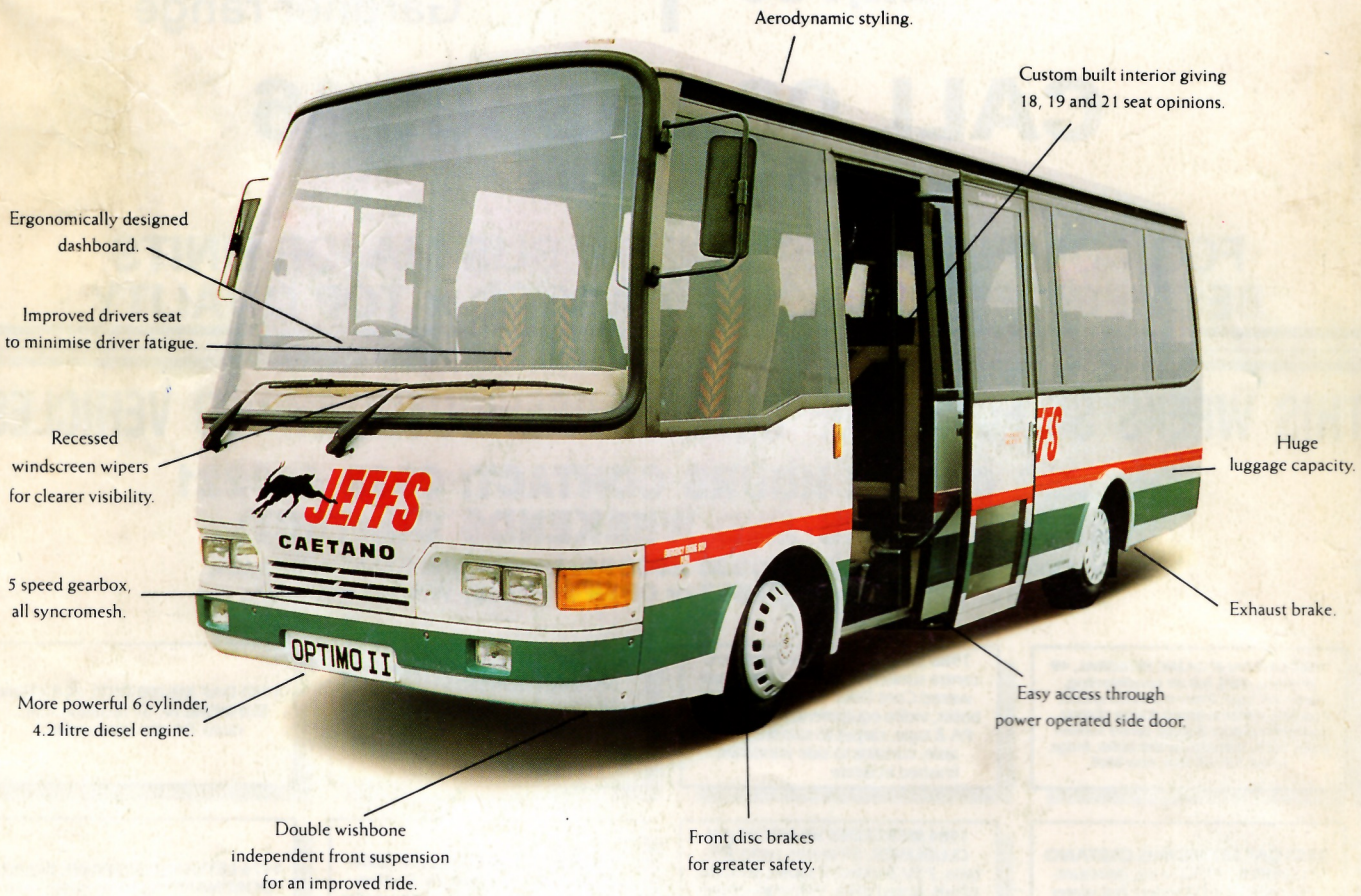
VANHOOL

A GUIDED TOUR OF THE NEW CAETANO.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